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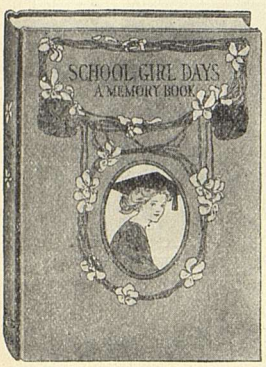

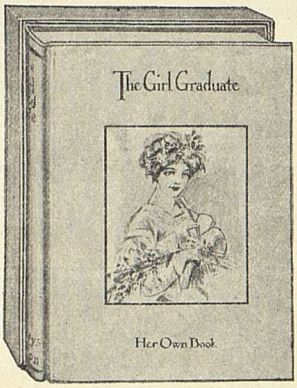

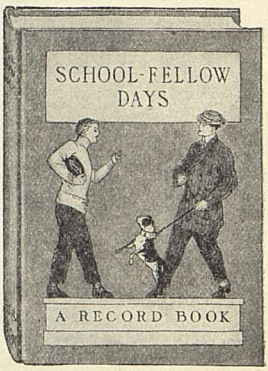

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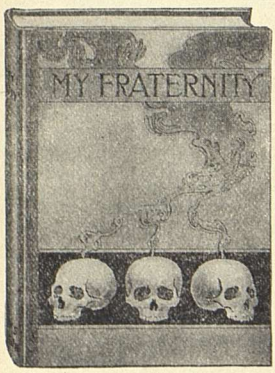

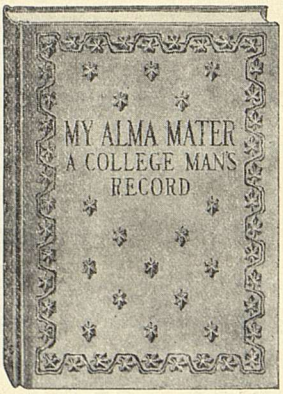

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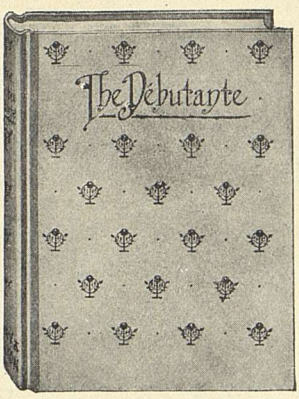

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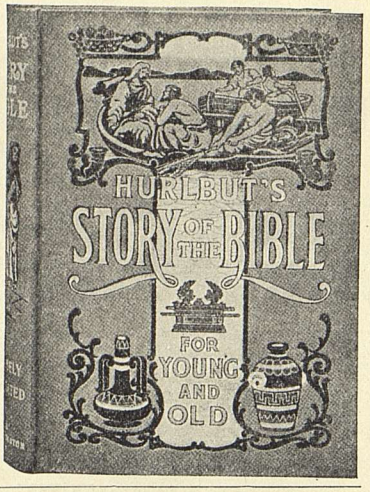

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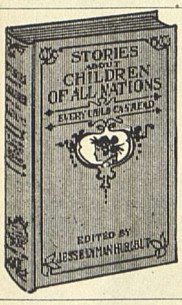

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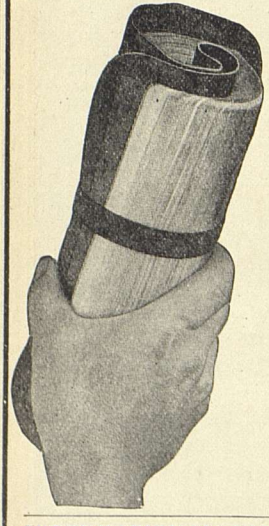

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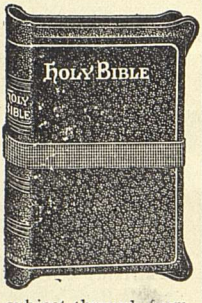

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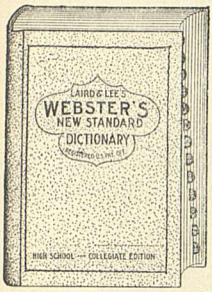

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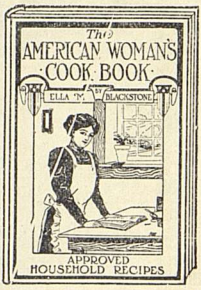

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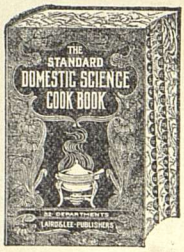

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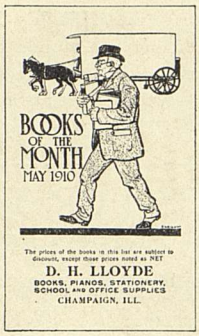

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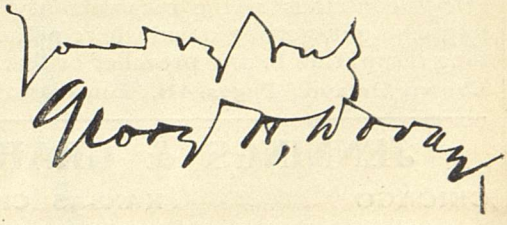

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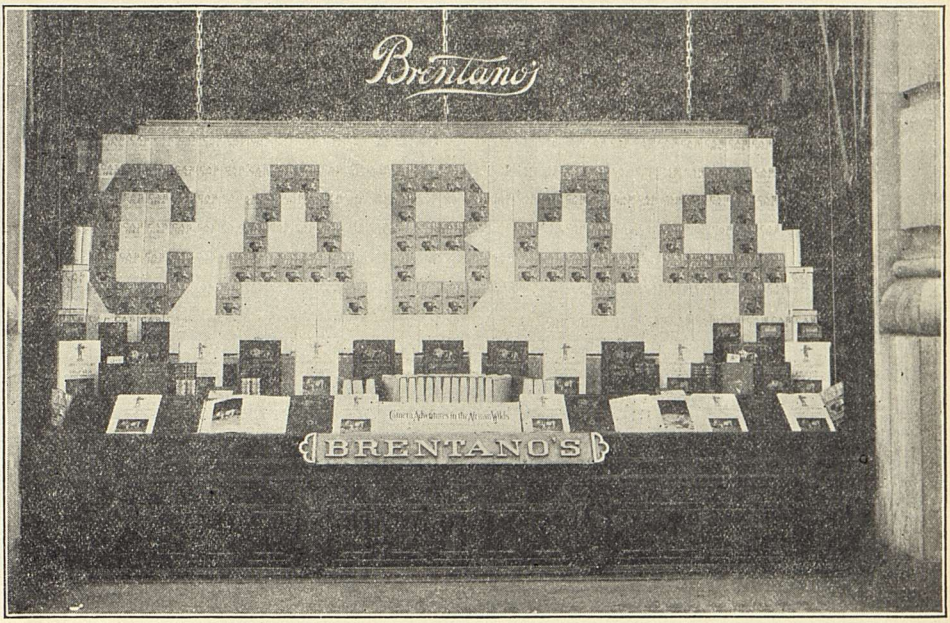

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Sizes are designated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Fe. 48mo: 10 cm.). Sq., obl., designate square, oblong, narrow books of these heights.

Alford, *Rev.* B. H. Old Testament history and literature. N. Y., Longmans, Green & Co., 1910. 19+318 p. D. cl., *$1.50 net.

Author, late vicar of St. Luke's, Nutford Place, London, says his purpose "is to put forward a continuous narrative of Old Testament history, as by degrees it emerges out of legend, showing how the early, mainly ethical and the mainly ceremonial editors differed in their renderings of the chief incidents." The Hebrew Bible was differently arranged from ours, we having followed the arrangement of the Greek translation, grouping all the writings on the same subject together regardless of their importance. Research has revealed the discrepancies in time, style and narrative that resulted, and Mr. Alford endeavors to overcome these. References to authorities in footnotes.

American Library Association. *Committee on Bookbinding.* Binding for small libraries: suggestions prepared by the A. L. A. committee on bookbinding. Chic., American Library Association Publishing Board, 1909, [1910.] 8 p. 12°, (American Library Association, Library handbook.) 15 c.

American School of Correspondence. Stair-building and the steel square; a manual of practical instruction in the art of stair-building and hand-railing and the manifold uses of the steel square. pt. 1, Stair-building, by Fred T. Hodgson and Morris Williams; pt. 2, The steel square, by Morris Williams. Chic., American School of Correspondence, 1910. c. 75+27+2 p. il. pls. diagrs., 8°, $1.

Armes, Ethel. The story of coal and iron in Alabama. Birmingham, Ala., Chamber of Commerce, 1910. c. 34+581 p. pls. pors. maps, facsim., 8°, $5.

Atkinson, Christopher T: History of Germany, 1715-1815; with 35 maps and plans. Phil., George W. Jacobs & Co., 1909, [1910.] 20+732 p. 8°, cl., *$4 net.

Bindloss, Harold. Thurston of Orchard Valley; with a front. in colors by W. Herbert Dunton. N. Y., Frederick A. Stokes Co., [1910.] c. 308 p. D. cl., **$1.30 net.

A story of engineering in the wilds of Canada. Thurston is a man of great ability who has left his English home to seek a fortune in turning the streams and blasting the fastnesses of Canada. Many original characters are presented. A noble girl and her enterprising father finally learn to trust and make use of Thurston.

Briggs, Edgar. Profits in poultry keeping solved; the Briggs' system and secrets of successful poultry raising; ed. and rev. by H: Trafford. 4th ed. Springfield, O., Hosterman Publishing Co., 1910. c. 93 p. il. 8°, $1.

Brown, C: Reynolds. The gospel of good health. N. Y., Pilgrim Press, [1910.] c. 32 p. 12°. ooze leath., *75 c. net; pap., *35 c. net.

Burkitt, Francis Crawford. The earliest sources for the life of Jesus. Bost., Houghton Mifflin Co., 1910. c. 131 p. S. (Modern religious problems; ed. by Ambrose White Vernon.) cl., **50 c. net.

The author is Norrisian Professor of Divinity in the University of Cambridge, England. He considers the causes for the lack of accurate historical information of the earliest beginnings of Christianity; takes up the synoptic problems, and considers the Gospel according to Mark, and the composition of Matthew and Luke, with their interrelation with each other. Other books by the author are "Rules of Tyconius," 'Hymn of Bardaisan," "Early eastern Christianity," etc. Bibliography (2 p.).

Campbell, D: Newton Emanuel. Searchlight on the Panama canal; or, America's greatest enterprise. Baltimore, Md., Baltimore Book Co., 1369 N. Carey St., [1910.] c. 203 p. il. pls. pors. 8°, cl., $1.25.

Chadwick, W. E:, *D.D.* Social relationships in the light of Christianity; (the Hulsean lectures for 1909-1910.) N. Y., Longmans, Green & Co., 1910. 21+344 p. D. cl., *$1.50 net.

Dr. Chadwick is vicar of St. Giles, Northampton, Eng., and author of "The pastoral teaching of St. Paul," "Social work," etc. The book consists of four lectures which have been expanded to make the volume, and which are a plea for the supremacy of righteousness in conduct, especially in social intercourse. The first lecture considers present conditions, the second, Old Testament dealing with social relations, the third, the New Testament's teachings in this regard, and the fourth, possibilities of reform. References to authorities in footnotes.

Christian science hymnal; a selection of spiritual songs. Bost., Christian Science Publishing Society, Falmouth and St. Paul Sts., 1910. c. 306 p. 8°, cl., $1.15; hf. mor., $1.40; full mor., $2.50; levant, $3.50; pocket ed., full mor., $3.

Clay, T: Hart. Henry Clay; by his grandson; completed by Ellis Paxon Oberholtzer. Phil., George W. Jacobs & Co., [1910.] c. 450 p. por. D. (American crisis biographies; ed. by Ellis Paxon Oberholtzer.) cl., **$1.25 net.

On account of the sudden death of the grandson, who had been collecting material for this biography for years, the work had to be completed by Dr. Oberholtzer. There is little, if any, material regarding Clay not used for this biography, both authors being exceptionally fitted to make a true interpretation of the great statesman. Bibliography (4 p.) and index.

Collmann, Sophie Marie. Jews in art. Cin., S. Bacharach, 1909, [1910.] 119 p. il. pors. 8°, $1.50.
Contents: Israëls; Hiram; Veit; Mosler; Bendemann; Lilien; Liebermann; Ezekiel.

Dash, Paul R., *pseud.* The Cook-ed-up Peary-odd-ical dictionary and who's hoot in the best Arctic circles; including advices on how to find the pole and prove it, geographic observations, etc.; written by degrees by disagreeing, fellow of various degrees of fearlessness, commanded by Paul R. Dash, of 40 degrees north latitude, (meaning Boston;) pictorially punctured by D. C. Bartholomew; a voluminous appendix has been carefully removed. Bost., John W. Luce & Co., 1910. c. no paging, D. bds., *60 c. net.
A humorous dictionary which gives definitions of words and phrases made familiar by the North Pole controversy. A diary is defined, for instance, as "one explorer's Cook book; the other's scrap book."

Dresser, Horatio Willis. A message to the well, and other essays and letters on the art of health. N. Y., Putnam, 1910. c. 5+204 p. D. (Inner life ser.) cl., **$1.25 net.
A series of essays on a line with other publications by the same author, "The power of silence," "Physician of the soul," etc. *Contents:* To a sufferer from nervous fatigue; Imprisoned soul; Law of religious healing; Educational art of health; Victorious attitude; Quimby's point of view, etc.

Eiesland, J: Arndt. Advanced algebra for technical schools and colleges. [Morgantown, W. Va.,] John A. Eiesland, West Virginia University, 1910. c. 156 p. diagrs., 8°, $2.

Eshleman, H: Frank. Lancaster County Indians; annals of the Susquehannocks and other Indian tribes of the Susquehanna territory from about the year 1500 to 1763, the date of their extinction; an exhaustive and interesting series of historical papers descriptive of Lancaster County's Indians prior to and during the advent of the paleface. Lancaster, Pa., H. F. Eshleman, 1909, [1910.] c. 415 p. 8°, buckram, $2.

Fanning, Clara Elizabeth, *comp.* Selected articles on capital punishment. Minneapolis, Minn., H. W. Wilson Co., 1909, [1910.] 8+171 p. 12°, (Debaters' handbook ser.) $1.
Bibliography (7 p.).

Goodyear, Lloyd E. Progressive business accounting; an elementary course in bookkeeping practice, forms and usages for commercial schools and individual reference; prepared and illustrated. Waterloo, Ia., Waterloo Systems Co., [1910.] c. 148 p. forms, 4°, $2.

Gottschall, Amos H. Abolished rites; or, spiritual, not ceremonial worship. 8th ed. Harrisburg, Pa., A. H. Gottschall, 1909, [1910.] c. 160 p. 16°, 75 c.

Gottschall, Amos H., *comp.* Visions of heaven and hell; what men and women claim to have seen in the world beyond; gleaned from various works. Harrisburg, Pa., A. H. Gottschall, 1909, [1910.] c. 159 p. 16°, 75 c.

Gummere, *Mrs.* Amelia Mott. The Quaker in the forum. Phil., John C. Winston Co., [1910.] c. 4+327 p. il. O. cl., **$1.50 net.
Mrs. Gummere has made a careful study of the Quakers and has written two other books concerning them, "The Quaker: a study in costume" and "Witchcraft and Quakerism." The two great English speaking nations have been more influenced by Quakerism than is generally appreciated. In this book their impress upon theology and philosophy is not considered, but their influence upon social history. Lovers of justice, who upheld few legal forms, truly loyal and always peace-loving they unconsciously leavened the communities in which they dwelt. Index.

Hamilton, C: Hadley. Chart of the law of automobiles. Milwaukee, Wis., C. H. Hamilton, 1910. c. 8 p. fold. chart, 16°, $1.

Harvard classics; ed. by C: W: Eliot. In 50 v. v. 1-23. N. Y., P. F. Collier & Son, 1909, [1910.] c. il. pors. pls. facsims., 8°, subs., buckram, $100; ¾ mor., $195; mor., $345.
Contents: [v. 1,] Æschylus, Sophocles, Euripides and Aristophanes; nine Greek dramas; by E. D. A. Morshead, E. H. Plumptre, Gilbert Murray and B. B. Rogers. [v. 2,] Arabian nights; stories from the Thousand and one nights; tr. by E. W. Lane. [v. 3,] St. Augustine and Thomas à Kempis; Confessions of St. Augustine and The imitation of Christ, by Thomas à Kempis. [v. 4,] Bacon, Francis, *Lord*, Milton, J:, and Browne, *Sir* T:; Essays civil and moral and The new Atlantis by Bacon; Areopagitica and Tractate on education, by John Milton: Religio medici, by Sir Thomas Browne. [v. 5,] Burke, Edmund. On taste; On the sublime and beautiful; Reflections on the French Revolution; Letter to a noble lord. [v. 6,] Burns, Rob. Poems and songs. [v. 7,] Cicero, Marcus Tullius *and* Plinius Caecilius Secundus, Gaius. Letters of Cicero; with his treatises on friendship and old age, and letters of Gaius Plinius Caecilius Secundus. [v. 8,] Dana, R: H: Two years before the mast and Twenty years after. [v. 9,] Dante Alighieri. Divine comedy. [v. 10,] Darwin, C: Rob. Origin of species. [v. 11,] Darwin, C: Rob. Voyage of the Beagle. [v. 12,] Emerson, Ralph Waldo. Essays and English traits. [v. 13,] English essays from Sir Philip Sidney to Macaulay. [v. 14,] Folk-lore and fable: Æsop, Grimm, Andersen. [v. 15,] Franklin, B.; Woolman, J:, *and* Penn, W: Autobiography of Franklin; Journal of John Woolman; Fruits of solitude, by Penn. [v. 16,] Goethe, Johann W. von, *and* Marlowe, Christopher. Faust, pt. 1, Egmont, Hermann and Dorothea, by Goethe; Doctor Faustus, by Marlowe. [v. 17,] Homer. Odyssey; tr. by S. H. Butcher and A. Lang. [v. 18,] Manzoni, Alessandro. I promessi sposi (The betrothed). [v. 19,] Mill, J: Stuart, *and* Carlyle, T: Autobiography; Essay on liberty, by Mill; Characteristics, Inaugural address, Essay on Scott, by Carlyle. [v. 20,] Milton, J: Complete poems. [v. 21,] Modern English drama: Dryden, Sheridan, Goldsmith, Shelley, Browning, Byron. [v. 22,] Plato, Epictetus, *and* Antoninus, Marcus Aurelius. Apology, Phædo, and Crito of Plato; Golden sayings of Epictetus; Meditations of Marcus Aurelius. [v. 23,] Smith, Adam. Inquiry into the nature and causes of the wealth of nations.

Harvey, Lula Martha. The Priscilla Irish crochetbook; a collection of new and original designs with stitches and lessons for working. Bost., Priscilla Publishing Co., 1909, [1910.] c. 48 p. il. 4°, 25 c.

Henrich, Harrison Crockett. Types of California beauties; photographic reproductions of sepia drawings. Los Angeles, Cal., Herbert Heywood, 1909, [1910.] c. 10 pls. 4°, $50.

Hodgson, F: T: The practical cabinet maker and furniture designer's assistant; with essays on history of furniture, taste in design, color and materials; with full explanation of the canons of good taste in

furniture; il. with over 200 drawings and sketches. Chic., Frederick J. Drake & Co., [1910.] c. 9-372 p. 12°, $2.

Hodgson, W: Hope. Carnacki, the ghost finder, and a poem. N. Y., Paul R. Reynolds, [1910.] c. 14 p. 8°, 25 c.

Holst, Bernhart Paul, *and* Roark, Ruric Nevel, *eds.* The new Teachers' and pupils' cyclopædia; a reference library of history, geography, biography, literature, economics, civics, arts, sciences, discoveries and inventions. Chic., Holst Publishing Co., 1910. c. 5 v., il. pls., partly col., pors. maps, 4°, $18.75.

How to design and construct a power boat; reprinted from the *Rudder.* N. Y., Rudder Publishing Co., 1909, [1910.] c. 63 p. il. pls. diagrs., f°, $1.

Huntington, Helen, [*Mrs.* Archer Milton Huntington.] An apprentice to truth. N. Y., Putnam, 1910. c. 405 p. D. cl., $1.50.

Marah Langdon, the daughter of a poor doctor in Vermont, is invited by a wealthy cousin to New York to be a sort of companion. Her cousin is vain, shallow and vindictive, with an unpleasant secret in her past life, which she confides to Marah. The girl is very loyal, but after three years of unkindness and suffering with her cousin she tells her sister the disgraceful secret. The consequences to the cousin and Marah make an unusual denouement. By the author of "The sovereign good."

Ireton, Rob. Emmett. A central bank. N. Y., A. Stumpf Publishing Co., 1909, [1910.] c. 216 p. 12°, cl., $1.60.
Bibliography (1 p.).

Knapp, Harriet Loretta. Miriam's tower. [2d ed.] Wichita, Kan., Wichita Publishing Co., 1909, [1910.] c. 7-200 p. pors. 12°, $1.25.

Leblanc, Maurice. Arsène Lupin versus Herlock Sholmes; tr. from the French by G: Morehead. Chic., M. A. Donohue & Co., [1910.] c. 350 p. 12°, (Extraordinary adventures of Arsène Lupin.) 25 c.

Leblanc, Maurice. The extraordinary adventures of Arsène Lupin, gentleman-burglar; tr. from the French by G: Morehead. Chic., M. A. Donohue & Co., [1910.] c. 308 p. 12°, 25 c.

Letters to salesmen. Chic., [Columbia Tool Steel Co.,] 1909, [1910.] c. 207 p. 12°, $1.

Lucia, Rose. Stories of American discoverers for little Americans. N. Y., American Book Co., [1910.] c. 8+176 p. D. (Eclectic readings.) cl., 40 c.

Simply told stories of American history for prmary grades. Author is principal of the primary schools, Montpelier, Vt.

Martin, *Mrs.* Helen Reimensnyder. The crossways. N. Y., Century Co., 1910. c. 311 p. D. cl., †$1.50.

By the author of "Tillie, a Mennonite maid." The story of a charming, cultured Southern girl, who, while a patient in a Northern hospital, falls in love with her attending physician and he with her. Devoted to his work and his professional duties, it is this side only the girl knows when she marries him. Of Pennsylvania Dutch origin, all the unpleasant inherited traits of his character crop out when he settles down to practice in his home town, taking his young wife with him. The woman's desperate battle to keep her self respect, her love for her husband—her happiness, make this story of conflicting temperaments one of thoroughly human interest.

Martin, Ja. Jason Jones; the life story of an American politician; an autobiographical sketch found among the papers of a capitalist and political boss, recently deceased. Orange, N. J., Chronicle Publishing Co., 1909, [1910.] c. 245 p. 8°, $2.

Maxwell, W: Grey, *comp.* The message of song; with illustrative poems selected by the author. Phil., Lippincott, 1909, [1910.] c. 208 p. D. cl., **$1.50 net.

A collection of poetry whose message the compiler hopes will help people to listen more effectively to the voice of God, which will tell more vividly than philosophies and creeds that Divine Life is everywhere.

Miller, Ja. Martin. Hunting big game in the wilds of Africa; containing thrilling adventures of the famous Roosevelt expedition; the whole comprising a vast treasury of all that is marvellous and wonderful in darkest Africa; embellished with a great number of striking pictures. Phil., National Pub. Co., 241 America St., 1909, [1910.] c. 10+17-384 p. il. pors. maps, pls., partly col., 8°, cl., $1.50.

Moffatt, Ja., *D.D.* Paul and Paulism. Bost., Houghton Mifflin Co., 1910. c. 77 p. S. (Modern religious problems; ed. by Ambrose White Vernon.) cl., **50 c. net.

The author considers the life of one of the most interesting of the founders of the Christian religion from many standpoints, presenting a book to readers which would instigate to deeper study. He is minister of the United Free Church of Scotland. Other books by the same author, "Historical New Testament," "Golden book of omen," etc. Bibliography (2 p.).

Mortimer, Alfred Garnett, *D.D.* In the light of the cross; addresses on the seven last words. N. Y., Thomas Whittaker, Inc., 1910. 60 p. 12°, cl., *80 c. net.

Payne, Will. The losing game; a novel; il. by F. R. Gruger. N. Y., George W. Dillingham Co., [1910.] c. 352 p. D. cl., †$1.50.

A young man and a young woman working side by side in a big telegraph office decide that they are tired of beng poor and determine to have money at any cost. The woman is fearless and confident and inspires the man with the same qualities. They open a bucketshop and are very successful, the workings of such a place are told in detail. The two have married, but the man falls in love with another woman and in revenge his wife ruins him. Scene is laid in St. Paul.

Roberts, C: G: Douglas. Kings in exile. N. Y., Macmillan, 1910. c. '07-'10. 7+299 p. il. D. cl., †$1.50.

The kings are the dominant creatures of the animal world—the buffalo, the bear, the wolf—who have been driven into exile by the white man, who keeps them confined in parks and homes. This is a book of short stories concerned with these exiles. *Contents:* Last bull; The king of the flaming hoops; The monarch of Park Barren; The gray master; The sun-gazer; The lord of the glass house; Back to the water world; Lone Wolf; The bear's face; The duel on the trail. By the author of "The backswoodsmen," etc.

Winship, Mary Gray. Autumn leaves and other poems. Flatbush, Brooklyn, N. Y., Mary Gray Winship, 2720 Church Ave., 1909, [1910.] c. '09. no paging, S. pap., 50 c.

THE BROTHERHOOD OF COMMERCIAL TRAVELLERS

AT ITS 25TH ANNUAL BANQUET, WALDORF-ASTORIA, DECEMBER 28, 1909

The Publishers' Weekly.

FOUNDED BY F. LEYPOLDT.

FEBRUARY 26, 1910.

The editor does not hold himself responsible for the views expressed in contributed articles or communications.

All matter for advertising pages should reach this office not later than Wednesday noon, to insure insertion in the same week's issue.

Publishers are requested to furnish title-page proofs and advance information of books forthcoming, both for entry in the lists and for descriptive mention. An early copy of each book published should be forwarded, as it is of the utmost importance that the entries of books be made as promptly and as perfectly as possible. In many cases booksellers and librarians depend on the PUBLISHERS' WEEKLY solely for their information. The Record of New Publications of the PUBLISHERS' WEEKLY is the material of the "American Catalog," and so forms the basis of trade bibliography in the United States.

"I hold every man a debtor to his profession, from the which, as men do of course seek to receive countenance and profit, so ought they of duty to endeavor themselves by way of amends to be a help and an ornament thereunto."—LORD BACON.

THE "NATURAL HISTORY" OF THE COMMERCIAL TRAVELLER.

WHENCE comes the successful commercial traveller, and by what marks is his success shown?

In every publishing house the one employee who is the object of most admiration, or envy it may be, is the salesman who goes "gunning" for business—and gets it. At heart every junior in the concern from the office boy up, envies the traveller for the opportunities he has, and the dream of all is some day, somehow, to win his chance.

While the various departments of a publishing house offer opportunities to the college-bred man because of his literary equipment, and the inside posts are being manned now more than ever by the Master of Arts, it is a curious fact that the salesmen on the road, almost without exception, are the men who, as boys, "ran the list," dusted the stock, helped the shipping clerk and learned the business from kindergarten up. The traveller for a publishing house who lacks this early training is less apt to be fortified with that enthusiasm that makes for successful salesmanship. He is lacking in that unquenchable spirit, born of early trade environment, which carries him through the strenuous yet often monotonous life on the road. The college graduate, it may be said, takes more readily—and not unnaturally—to the indoor posts where brains are needed in selection, creation and development, but when it comes to the selling of the product, to its successful marketing, it is generally the man who has been all his life in the atmosphere of book dealing who makes sales.

While the salaries of commercial travellers average higher than the best clerkships, the position carries with it responsibilities, and entails hardships which the college man is loath to assume. The frequent and often extended trips deprive the traveller of just that much family life; the requirement of journeys by night to gain time; the tiresome labor, often daily, of packing and unpacking his samples; the irregularity of meals and many other discomforts—these form the dark side of the picture, which dampens the enthusiasm of the college man. The traveller who is "house bred," who has climbed up from minor to major positions, is the one who lasts longest, accomplishes most, and knows best the art of selling books. And he is the one more difficult to replace from the outside sources of supply than any one else in the modern publishing house.

The modern commercial traveller is, it is true, a far remove from the self-assertive and often boisterously convivial drummer of thirty years ago. As competition has grown keener, business has become "business," a soberer thing than it used, demanding economic study, psychological analysis, statistical tabulation, a thing of tested rules and systematized methods grinding daily and yearly a little more closely to mechanical perfection. The drummer of thirty years ago would have ridiculed the minutiae of modern scientific salesmanship if they had been dreamed of in his day; he believed, and there are probably a few survivors of those older days who still believe, that good fellowship sells more goods than argument and that a fund of assorted stories makes a better stock in trade than a battery of convincing reasons.

And they are to a certain extent right; for with all the science and all the analysis you please the personal equation enters more than is generally realized into the success or failure of salesmanship. There are many factors contributing to the production of successful "business;" but in the last analysis they all simmer down to two—enthusiasm and the winning of confidence. Neither the man

with a jellyfish character, nor the one with the marble statue disposition, can sell books or anything else. In the course of his work the commercial traveller has sometimes to thaw out some pretty cold specimens of humanity; and to do that he must be warm blooded himself.

And if his greatest natural aid be a naturally enthusiastic disposition, so the greatest asset the traveller can acquire is a reputation for square dealing. Confidence means more than the admission of honesty; a traveller cannot inspire it by loading up a buyer with what he knows—or what he should know—is more goods than that buyer can sell. It means looking at the sale from the buyer's point of view, looking out for his interest though he may never think of looking out for the traveller's—it means just this; and the traveller will do well to heed, for in so doing he will reap a "trade reputation" that he will find a priceless reward.

BIBLIOGRAPHIC NOTES.

CATALOGUES OF NEW AND SECOND-HAND BOOKS.

N. J. Bartlett & Co., 28 Cornhill, Boston, Mass., New and second-hand miscellaneous books. (No. 42, 273 titles.)

B. H. Blackwell, 50 and 51 Broad St., Oxford, Eng., Newly published books. (Dec., 12°, 18 p.)

C. G. Boerner, 44 Nürnbergerstrasse, Musik, autograph manuscripts, scores. (No. 16, 94 p.)

Burnham Antique Bookstore, Boston, Mass., Old South Meeting House basement, Miscellaneous. (No. 24, 840 titles.)

Franz Denticke, 4 Helferstorferstrasse, Wien, Medical works. (No. 83, 1119 titles.)

Francis Edwards, 75 High St., Marylebone, London, Books on mountaineering. (12°, 200 titles); Miscellaneous publications, modern books. (12°, 16 p.)

Henry Gray, Acton, London, Eng., Genealogical catalogue. (No. 20, pt. 1, 32 p.)

Otto Harrassowitz, 14 Querstrasse, Leipzig, Germany, Bibliography, library economy, science. (No. 71, 203 titles); Bibliotheka Theologica, including collection of William Jackson, Paris. (pt. 3, 1099 titles.)

John Heise, 410 Onondaga Bank Building, Syracuse, N. Y., Autograph letters, play bills, photographs (No. 18, 318 lots.)

Charles Higham & Son, 27a Farringdon St., London, Theological literature, including books from library of John Henry Shorthouse. (No. 386, 1372 titles.)

Karl W. Hiersemann, Königstrasse 29, Leipzig, Central and South America, West Indies and Philippine Islands. (No. 375, 676 titles.)

H. R Huntting Co., Springfield Mass., Second-hand books. (8°, 327 titles.)

Charles E. Lauriat, Boston, Mass., Special clearance sale of old books. (No. 150, 302 titles.)

G. Lemcllier, 25 Rue de Châteaudun, Paris, Catalogue Mensuel, February. (No. 216, 501 titles.)

Lexington Book Shop, 120 E. 59th St., New York. (No. 14, 486 titles.)

C. F. Liebeck, 442 E. 67th St., Chicago, Ill., Americana, fine sets miscellaneous. (No. 8, 474 titles.)

Bernh. Liebisch, Kurprinzstrasse 6, Leipzig, Histories of literatures. (No. 181, 86 p.)

Frederick Loeser & Co., Brooklyn, N. Y., Americana, first editions, general literature, books in sets. (No. 21, 815 titles.)

Maggs Brothers, 109 Strand, London, W. C., Rare books in general literature. (No. 254, 1361 titles.)

Minnesota Pioneers Portrait Galleries, State Fair Grounds, Descriptive catalogue, with reproductions of life-size bust portraits of famous Indian chiefs, medicine men and notable Indian warriors. (12°, 70 p.)

Noah Farnham Morrison, 314-318 West Jersey St., Elizabeth, N. J., Books and pamphlets relative to Colonial, Revolutionary, Spanish-American wars, nautical and naval books. (No. 108, 646 titles.)

Daniel Newhall, 508 Tribune Bldg., New York, Books and pamphlets relating to Abraham Lincoln. (No. 38, 86 titles.)

Martinus Nijhoff, 'S-Gravenhage, Index to Netherland periodicals. (No. 5, 105-136 p.)

F. de Nobele, 20-22 Rue de la Tulipe, Bruxelles, Miscellaneous ancient and modern books. (No. 36, 1270 titles.)

Bernard Quaritch, 11 Grafton St., New Bond St., London, Books on natural history. Pt. 1, General works. (No. 283, 384 titles.)

Ludwig Rosenthal's Antiquariat, 14 Hildegardstrasse, Munich, Deutsch Literatur von der Mitte das 18th Jahrhunderts bis zur Gegenwart. (No. 142, 4170 titles.)

Shepard Book Company, "Ye Olde Booke Shoppe." 408 S. State St., Salt Lake City, Utah, Miscellaneous rare books. (No. 37, 20 p.)

John Skinner, 44 North Pearl St., Albany, N. Y., Autographs, Indians, American Revolution. (No. 75, 274 titles.)

William H. Smith, Jr., 12 France St., Norwalk, Conn., Autograph copies, fiction, first editions, Lincolniana, standard sets, etc. (12°, 295 titles.)

Henry Sotheran & Co., 140 Strand, London, W. C., Second-hand books, English and foreign science, literature and art. (No. 701, 671 titles.)

Thomas J. Taylor, Taunton, Mass., Freemasonry, genealogy, slavery, canals, etc. (No. 149, 199 titles); American verse. (No. 150, 212 titles.)

Em. Terquem, 19 Rue Scribe, Paris, Catalogue Mensuel de la Librairie Française (Dec.-Jan., ea. 24 p.)

Herbert A. Thayer, 61 Prescott St., Newtonville, Mass., Second-hand books, chiefly theological. (No. 43, 608 titles.)

Edgar A. Werner, 35 Chestnut St., Albany, N. Y., Spring catalogue, miscellaneous. (No. 31, 846 titles.)

SPRING LINES OF THE PUBLISHERS AND SOME OF THE MEN WHO WILL SHOW THEM.

Information for the trade of the territory covered by the travellers of whom we have been able to collect data, with short sketches of some of them and a brief description of the lines carried by them. These descriptions have been generally confined to the so-called "competitive" lines, the cheaper series, "rebinds," "juvenile series" and novelties, though in some cases notice has been given of other books which their publishers intend specially to push. In cases where no mention is found the information was not forthcoming from the publishers.

HENRY ALTEMUS COMPANY, Philadelphia, are publishing "Potash and Perlmutter: Their Copartnership Ventures and Adventures," by Montague Glass, to be ready in April. Among their better-known series for young people, to mention but a few, are *Boys' and Girls' Booklovers Series, Illustrated Magic Wand Series,* with new copyrighted stories by Tudor Jenks; the *Illustrated Fairy Tales Series, Beautiful Stories from the Old and New Testaments, Illustrated Golden Days Series,* the *Cherrycroft Series,* the *Illustrated Rose-Carnation Series,* the *Children of the Bible* and *Beautiful Stories,* two series of stories from the Bible; also, the *Young People's Library,* which now includes upwards of sixty stories admirably selected. For smaller readers they have half-a-dozen or more series, all handsomely gotten up. Also among their ever-popular sellers is their fine set of Shakespeare, in 39 volumes, known as the *Handy Volume edition.*

Travellers: L. G. Nourse; A. M. Macmillan; C. L. Spering.

D. APPLETON & COMPANY in their preparations for the Spring have put their chief strength into non-fiction. They will nevertheless have new stories by Robert W. Chambers, David Graham Phillips, Joseph C. Lincoln, Melville Davison Post and George Gibbs. It is good news indeed that John Bach McMaster has completed volume VII of his "History of the People of the United States," which brings his great history of the period from the close of the War of Independence to the opening of the War Between the States to the year 1852, leaving but one volume more to complete his acknowledged masterpiece. Equally Welcome will be Rear Admiral Evans's "An Admiral's Log," beginning where the retired Admiral's "A Sailor's Log" left off, and covering from 1899 through the famous cruise of the Atlantic fleet around the world. A book that brings the essentials of meteorology up to date in an available form is "Descriptive Meteorology," by Willis L. Moore, Chief of the United States Weather Bureau, of which chapter IX is of special interest to those engaged in the navigation of the air; and there will also be a comprehensive history of aeronautics from military, recreative and scientific points, entitled "Aerial Navigation," the work of Alfred F. Zahn, professor of theoretical and applied mechanics in the Catholic University of America. Albert Bushnell Hart, of Harvard, has made a book of his Lowell Institute lectures of 1908-9, which will appear as "The Southern South," giving a careful, accurate consideration of the condition of our Southern States forty years after the close of the war between the States, with philosophical conclusions as to outlook for the future in commerce, agriculture and sociological conditions. Arthur E. Bostwick (St. Louis Public Library) has written as one having authority on "The American Public Library," aiming to make critics of our public libraries at home and abroad realize what these institutions are trying to do and in how far they are doing it successfully. Just ready is the initial volume of *The National Holiday Series,* intended specially for boys and girls, in which Frederick Trevor Hill writes "On the Trail of Washington," and of which the publishers make a most effective book with reproductions in three colors of Arthur E. Becher's paintings and many maps, etc. Appleton's full list of Spring books will appear next month in our Spring Announcement issue.

Travellers: Emil Heikel in Boston, Philadelphia, Pittsburg, the large cities in the Middle West and on the Pacific Coast; Harry B. Dunlap in the East, South and the smaller cities of the Middle West.

RICHARD G. BADGER, Boston, has in preparation about seventy-five new publications, among which fiction and juveniles predominate. In other lines the most important new books are: "The Subconscious," by Hugo Münsterberg, Morton Prince and others; "The Book of the Theatre," by Channing Pollock, with 100 illustrations; "The Handy Natural History," by E. Protheroe, with 137 illustrations in full color; "With Mulai Hafid at Fez; or, Behind the Scenes at Morocco," by Lawrence Harris; and "Benares: the Stronghold of Hinduism," by C. P. Cape, the two latter illustrated in color and boxed. Charles Battell Loomis's "Just Irish" appears in a new illustrated edition, boxed; and a "Henry James Year Book" will also be gotten up for gift purposes.

Travellers: Gordon R. Badger covers the Eastern States, going as far West as St. Louis and St. Paul, while the Southern and Western States to the coast are handled by Laurens Maynard.

THE BAKER & TAYLOR COMPANY'S list of books for 1910 will be larger than has been announced by the house for any previous year. In fiction it includes "The Top of the Morning," just out, by Juliet Wilbor Tompkins, author of "Dr. Ellen" and "Open House"; "Gwenda," an English love story, by Mabel Barnes-Grundy, author of "Dimbie and I"; "Home," by Roy Rolfe Gilson; "The Varmint," a Lawrenceville story, by

Owen Johnson; and "The Owls of St. Ursula's," a girl's boarding-school story, by Jane Brewster Reid. In the field of art, the books of this house will include "Composition," by Professor Arthur W. Dow; "Print Lore and Memories," a book about the men who made the finest engravings, and those who love their work, by Frederick Keppel, the well-known art amateur; a new edition of "Pictorial Composition," by Henry R. Poore; "Church Building," by Ralph Adams Cram; and Volume III of the "History of Architecture"; this volume, by Dr. Arthur L. Frothingham, Jr., completing the work. In the juvenile field there are "The Steps to Nowhere," by Grace Duffie Boylan, author of "Yama Yama Land," illustrated by Ike Morgan; "Robin Hood," by Clifton Johnson, illustrated by Willard Bonte, being the first volume of the *Golden Books for Children;* "The Wonder World," by Margaret Coulson Walker, author of "Bird Legends and Life" and "Lady Hollyhock." There will also be several notable additions to the *Child's Guide Series,* including "A Child's Guide to Great Cities," by Esther Singleton, and "A Child's Guide to American Biography, II," by Burton E. Stevenson. The miscellaneous books of the house will include, "Hawthorne's Country," by Helen A. Clarke, a companion volume to "Longfellow's Country" by the same author; "The Zodiac Birthday Book," by Beatrice B. Ruyl, illustrated by the author; "Women as Letter Writers," by Ada M. Ingpen, illustrated by portraits; "A Stepson of Fortune," by Henry Murray, described as a brilliant and unconventional autobiography; and "Ancient Myths in Modern Poets," by Helen A. Clarke, which was announced for last year.

Travellers: August Gehrs will cover the entire territory including the Pacific Coast, in the interest of the publishing department.

THE A. S. BARNES COMPANY'S books are chiefly of educational character, but there is a promising trade value to Berguist's "Swedish Folk Dances," most attractively illustrated and most timely now that dancing is gaining such public interest. "The Child Life Composition Pictures" covers thirty-two subjects and appears in envelopes containing 50 copies of one subject at 30 cents net. "Hymns of the Kingdom of God," compiled by Coffin and Vernon, are in press, as is also Amy Kahn's "Barnes First Year Book," very attractively illustrated.

Traveller: C. W. MacQueston.

BARSE & HOPKINS have purchased the entire publishing business, plates, stock and good will of Brewer, Barse & Co., Chicago, Ill., and have established offices at 296 Broadway, New York. To the list of publications already acquired will at once be added many new titles and novelties in bookmaking calculated to suit the needs of the booktrade. Among other things they will issue several new series of classics, namely: *The Golden Books, Savoy Series, Relyea Classics, Dagonet Series, Birthday Books,* in three bindings; *From Day to Day Series, Belleclaire Series, Elberon Series, Plaza Series, Through the Year Series, Wayfaring Series, Pocket edition* sets and single volumes, and *Gem Birthday Books.* Also a long list of miscellaneous books in special bindings with especially attractive covers, suitable for holiday and presentation gifts. Particular attention has been paid to the manufacture of these books; the paper, press work, binding, and all the details that help to make good books. They will also have a line of "Fine Art Calendars" at popular prices. Their travellers are now out, and will call upon the dealers in the various sections of the country at the usual time.

Travellers: John H. Hopkins and Charles B. Nourse.

THE BOBBS-MERRILL COMPANY will publish six novels ranging widely in character from the serious problem story to the romance of love and the tale of mystery and "the bright face of danger." "By Inheritance," the latest work of Octave Thanet, author of "The Man of the Hour," is an earnest, many-sided, impartial, remarkably realistic presentation of the negro question. It contains, moreover, its author's supreme achievement in character creation; Lily Pearl, once known can never be forgotten. There are picturesque illustrations by Franklin Booth and Thomas Fogarty. In "The Girl from His Town" Marie Van Vorst has placed in the most dramatic situations imaginable a charmingly clean, virile young American, a designing duchess and a bewitching young music-hall singer who once sold soda-water in "his town." In the eternal triangle there are this time two women and one man, and which of them wins him is not to be guessed before time. Pictures by F. Graham Cootes enhance the story's attractions. "The Beauty," by Mrs. Wilson Woodrow, tells a unique story of married love with just as much suspense in it as if the wedding ceremony were yet to come, and ever so much more dramatic intensity. Its heroine, a Southern girl whose face has proved her fortune, goes to the last length to prove that she has wit as well as loveliness of face and form, and does it. Beautiful pictures by Will Grefé help to tell the story. In "The Day of Souls" Charles Tenney Jackson describes a human drama of inward and outward striving, of hope and despair, with consummate power. Now the man who strives is plunged in darkness, as in a pit, again he touches the serenity of the hill-top—always the reader's heart is with him. Paul Meylan has sympathetically illustrated Mr. Jackson's novel. Everybody in the story with one exception likes Jack Carleton of "The Carleton Case," by Ellery H. Clark, author of "Loaded Dice," and as the exception is a mischief-making, covetous uncle, it is reasonable to predict that outside the book no such limit will exist. The strange human appeal of the plot, the magnetism of the chief character, the sympathy with which the reader follows him in his battle again his own weaker self, mark a notable advance over Mr. Clark's previous work. George Brehm has added to the story's interest by the excellence of his illustrations. For those whom adventure lures and mystery enthralls, James Oliver Curwood

SAMUEL CARSON is fairly entitled to the distinction of being one man in a thousand, for he is one of the veterans of the booktrade, whose entrance into it dates back to 1859, and his fifty-one years in harness is a record equalled by few others on the road.

Born in London in 1846, he came to America at a very early age. He entered the employ of that famous old saint of the profession, A. D. F. Randolph, in September, 1859, and was with him seven years. During this period the war between the States having begun, he answered the call for volunteers in 1862, and, obtaining a leave of absence, he went to the front when only sixteen in the Eighth New York Volunteers, known as the "Washington Grays." On his return to New York he continued with Mr. Randolph until 1866, when he took a position with Sheldon & Co. With the latter firm he remained but a brief year, but during the time he made his first trip as a commercial traveller. He then joined the staff of Thomas Nelson & Sons, whose line was strong in Oxford editions of the Bible and the Prayer Book. After four years with the Nelsons, during which he became one of the best known men of the fraternity, he accepted a position and a record salary with W. W. Harding, the most famous publisher and manufacturer in his day of family Bibles and photograph albums. Unfortunately for him, the house of Harding soon succumbed to the sharp rivalry of the opposing house of A. J. Holman & Company, which had begun business a short time before. After this slump he went to California as a commission man, representing on the coast ten of the leading New York and Boston publishers, and eventually settled in San Francisco as a jobber under the name of Samuel Carson & Co., flourishing there as a publisher and bookseller for nearly fourteen years, during most of which time they were publishers of the *Overland Monthly Magazine*. The firm was located at No. 3 Sansome Street, near the corner of Sutter and Market, in a building of their own, and here a business was developed in books and stationery that made them famous throughout the trade. The panic of 1893 left its blighting mark on Carson & Co., owing to the failure of the Pacific Bank, which resulted in Mr. Carson going into voluntary liquidation with the consent of every creditor and without court proceedings or making an assignment. This won for Mr. Carson the esteem of the entire trade, and he had a cordial welcome on his return to the East. After 1893 he represented Lee & Shepard and later Lovell, Coryell & Co., finally accepting a position with G. P. Putnam's Sons as head of the Tract Department, in which position he has remained since 1900. In his time Mr. Carson has visited nearly every nook and corner of the country, East and West, North and South. In his earlier years he was noted among the distinguished looking men of the trade, and even now, when time has powdered his locks, he still carries himself with the courtliness of a master, and has lost little of that enthusiasm which has always been one of his chief characteristics. His friends in the trade tender him their sincere and hearty congratulations on his entering the fifty-first year of his business life. We understand that Mr. Carson is now looking forward to the time when he may retire and enjoy his declining years.

SAMUEL CARSON

has written a fascinating romance of the great Northwest, where runs "The Danger Trail." An intrepid young engineer and a young woman whose beauty and charm work their spell despite the mute silence which she preserves, meet on the trail again and again, each time to the reader's increased mystification and excitement. Striking pictures by Charles Livingston Bull illustrate the text.

BOOK SUPPLY COMPANY, Chicago, are indeed fortunate in having Harold Bell Wright's books show only increasing power of reading the human soul and making it clear to his readers. "The Calling of Dan Matthews" again shows the power of true religion, for this minister goes West to a small community and shows the power of individuality and true conviction, and inci-

dentally says a few words about Christian Science when the heroine is studying its teachings. "The Printer of Udells" sold 160,000; "The Shepherd of the Hills" has a sale of 380,000 to its credit; and this new volume bids fair to outdo them all.

Travellers: The Reilly & Britton Co. are the publishers' selling agents to the trade throughout the United States.

A. L. BURT COMPANY are offering this year several new popular boys' books by such writers as Edward S. Ellis, James Otis, Wilmer M. Ely, author of the popular *Boy Chums Series,* whose last popular book was "The Young Pearl Hunters." This house has been noted heretofore for its publishing each year a number of new juveniles, both for boys and girls reading. In the line of reprint copyright publishing they are just offering new popular editions of "The Weavers," by Gilbert Parker; "54-40 or Fight," by Emerson Hough; "The Little Brown Jug at Kildare," by Meredith Nicholson; "King Spruce," by Holman Day, and "Prisoners of Chance," by Randall Parrish; with a promise that other very popular books will be brought out in the near future.

Travellers: C. B. Steele (South); Theo. A. Jasper (Middle West and East); T. J. McLaughlin (Northwest and New England).

CASSELL & COMPANY, LTD., will issue a long and important list of books in almost every department of literature. They report a rapidly growing business, which recently made necessary another enlargement of wareroom space. The demand is broadening for their books of a more serious nature, gotten up attractively and at low prices to appeal to a wide public. The fiction of this house is carefully selected with an eye to this market. The new text-books and books of an educational character are being adopted by school and college boards in increasing number. *The People's Library* has already sold more than 1,250,000 copies, and this series has taken a leading position as perhaps the least expensive edition, uniform in type, paper and bindings, of the classics of fiction and literature on the market. The attractiveness of *The People's Library* for a quick turn-over is shown by the quantities that have been bought and exploited by the trade during the past year. The spring list of this house contains many excellent titles, and the outlook for 1910, altogether, is exceedingly bright.

Travellers: The line will be represented in the larger cities by F. J. Sloane; on the "coast trip" by Laurens Maynard, and by E. H. Herrick in the smaller cities and the South.

THE CENTURY CO. is to have new novels this spring by Mrs. Helen R. Martin, whose "Tillie: a Mennonite Maid" was so popular a favorite; by Anne Douglas Sedgwick, author of "A Fountain Sealed," and by Edward C. Booth, creator of one of the most delicious heroines of recent fiction, "The Post-Girl." Mrs. Martin's "The Crossways" will be published February 19th. It, too, deals with life among the Pennsylvania Dutch but introduces a new element in a charming young Southern girl who marries a man of Pennsylvania Dutch birth. Another notable spring issue of The Century Co. will be Harry A. Franck's "A Vagabond Journey Around the World," the remarkable story of a young college man who actually made his way penniless around the world, living and working with the common people of all the countries he visited: France, Italy, Palestine, Egypt, India, Ceylon, etc. It is to be illustrated with many reproductions of snapshots made by the author himself.

Travellers: George L. Wheelock; Frederick W. Owen.

THE A. L. CHATTERTON COMPANY, 296 Broadway, N. Y., have added to their three successful series new titles as follows: "Frontier Boys in the Saddle" to the *Frontier Series;* "Comrades on River and Lake" to the *Comrade Series;* and "Dorothy at Oak Knoll" to the very popular *Dorothy* books. Their Meade line, including 15 copyright titles, is continued in a uniform attractive binding. A new series of particular interest is called *The Dare Boys of* 1776, and contains ten titles. An attractive cover design, and jackets in colors are features of this line, and it is sold at an astonishingly low price. Other popular series are the *Ellis* and *Colored Juvenile.*

Travellers: John H. Hopkins and Chas. B. Nourse. Barse and Hopkins are the sole selling representatives.

THOMAS Y. CROWELL & COMPANY'S announcements include fifty new books by well-known writers, four new lines of booklets, three new bindings in *Handy Volumes,* four new bindings in *Poets,* a new style in *Standard Sets,* and many additions to the various popular lines published by this house.

Travellers: William R. Spinney (Pacific Coast, New York City, Philadelphia, etc.); George R. Hobby (Boston, Pittsburg, Chicago, Cleveland, St. Louis, Cincinnati, St. Paul, etc.); Frank C. Dixon (all of the South and portions of the West); Edward J. Boyd (Canada and British Columbia, New England and New York State); Ernest J. Bunce (Pennsylvania, northwest and north central States).

CUPPLES & LEON COMPANY will have a stronger line than ever this year, consisting of additions to their various color lines, such as the *Eureka Art Series, Excelsior Art Series* and *Comic Juveniles.* Their boys and girls line will be greatly strengthened by a number of new titles, conspicuous among which will be "The Motor Boys in the Clouds," "Dorothy Dale's Queer Holidays," "Out with Gun and Camera," a new book by the author of "Pinkey Perkins," entitled "West Point, Its Glamor and Its Grind," and several titles in some entirely new series. The *Webster Series,* which made a sensation last year, will have two new titles, namely, "The Boys of Bellwood School" and "Comrades of the Saddle." They will also publish several good novels, led by a very strong story from the pen of Luke Thrice, entitled "The Society Wolf."

Travellers: A. T. Leon (The Pacific Coast); V. W. Cupples (the East and Middle West); W. M. Edwards (the South and West), and George Engel (the Middle and Far West).

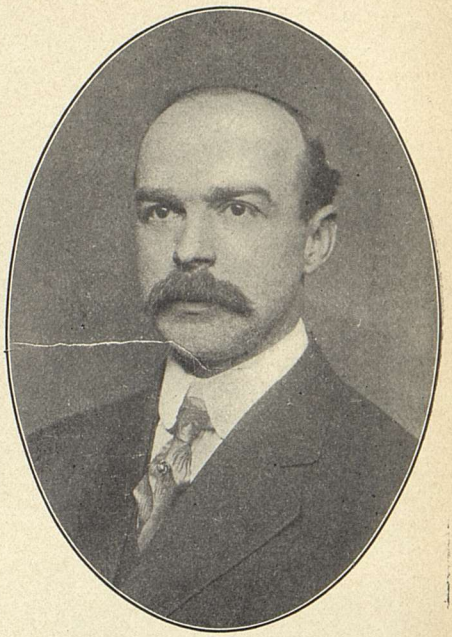
G. W. DILLINGHAM COMPANY announce for early issue, "In Old Kentucky," a novel founded on the famous play, by Edward Marshall and Charles T. Dazey; "The Losing Game," by Will Payne, recently published serially in the *Saturady Evening Post;* "The Land of Frozen Suns," by B. W. Sinclair; "The Eddy," by Clarence L. Cullen; "The Happy Family," by B. M. Bower; and "Tinsel and Gold," by Dion Clayton Calthrop.

Travellers: Alban P. Roche (Pacific Coast and principal Middle and Western cities); John W. Hesse (New York, Boston and Philadelphia); Frank F. Hesse (Southern, New England and Western).

DODD, MEAD & Co. are issuing a very strong line of fiction. The most prominent books are "The Butterfly Man," by George Barr McCutcheon, to be illustrated by Harrison Fisher, which both as regards character of the story and appearance of the book is very much in line with the highly popular books of the same kind—"The Day of the Dog," "Cowardice Court," etc. "The Fortune Hunter," by Louis Joseph Vance, author of "The Brass Bowl," is a novel written about the plot of the extremely successful comedy by Winchell Smith, which is now appearing with success in New York and Chicago. Mr. Vance's story is not, however, a novelization, but it is a remarkably clever and humorous novel written, as we have said, about the plot of the play as a nucleus. William Hamilton Osbourne, the author of "The Red Mouse," has written a story called "The Running Fight," which, like his first novel, deals largely with conditions in New York life—politics, finance, society, etc. Among other unusually good novels are "The Man Outside," by Wyndham Martyn, which has already made a place for itself; and "Gloria," of the stirring "Graustark" and "Prisoner of Zenda" type, by G. Frederic Turner, which will be ready in March. "The Voice in the Rice," by Gouverneur Morris, is a delightfully artistic and clever story. "The Human Cobweb," by B. L. Putnam Weale, who wrote "Indiscreet Letters from Peking," will undoubtedly appeal to readers of the more serious kind of novels. It is one of the most remarkable pictures of China that has ever been presented to Occidental readers. They have also new novels by Miss Mollie Elliot Seawell, Henry C. Royland, David Potter, Wymond Carey, Florence Morse Kingsley and Basil Lubbock. Among books not fiction attention must be called to the new and very useful volume by Miss Esther Singleton, "How to Visit the Great Picture Galleries;" also to a strikingly clever book by Professor Harry Thurston Peck, called "The New Baedeker: Casual Notes of an Irresponsible Traveller;" a drama which those who have read it consider of very unusual merit, called "Will Shakespeare," by Margaret Crosby Munn. They have also a new botany by George T. Stevens, M.D., a biography of the prominent educator, Daniel Coit Gilman; a book which will appeal to people who are interested in psychotherapy, called "The Hygiene of the Soul," by Gustav Pollak. They also announce a new and very attractive edition of "My Commencement."

Travellers: F. C. Dodd, who is now in charge of the Wholesale Sales Department, will visit, as formerly, the large cities in the East. Harry F. Hull, who has represented this house on the road for the last six years, will show publications in Texas and on the Pacific Coast, at Baltimore and Washington, and the large cities in New York and New England. Harry M. Snyder, as last year, will represent the house in the South and Middle West and in the small cities in New York State and Pennsylvania.

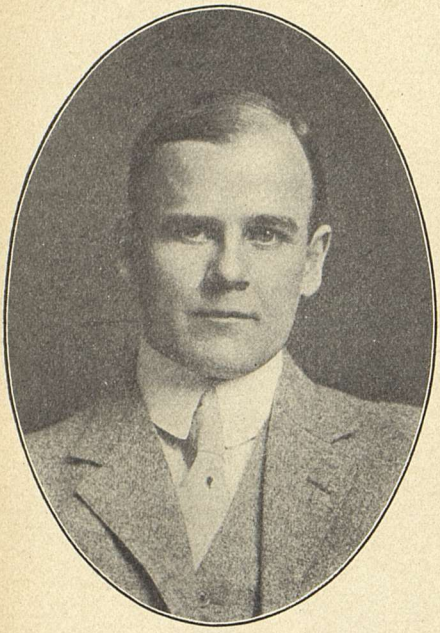
THE GEORGE H. DORAN COMPANY'S spring announcement is not sufficiently well ad-



WALTER ROBERTSON

Representing George H. Doran Co.

WALTER ROBERTSON is a Canadian, born in Toronto in 1868, and full of that enthusiasm and thoroughness of detail that your Canadian bookman always brings across the border with him. His first position was with W. T. Gage & Co., where he remained five years, during which he assumed charge of the book department. Coming to New York in 1892, he secured a position in the retail department of the Revell Co., eventually becoming buyer and in charge of their sales department. In 1909 he resigned his position with the Revell Co. to take charge of the selling end of the new house of George H. Doran & Co.



DAN W. NYE

Representing Doubleday, Page & Co.

DANIEL W. NYE, sales manager for Doubleday, Page & Company, was born not many years ago at Barnstable, Cape Cod. His first position in the publishing business was with the McClure Newspaper Syndicate. From there he came to Doubleday, Page & Company and learned, first of all, the rudiments of book manufacturing. This was a training of great value to him when, later, he began to travel for his house. In the several years that he has sold books for Doubleday, Page & Company he has covered the country from Bangor to New Orleans and from New York to San Francisco. Since two years ago he has been sales manager, and has of necessity been most of his time in New York. The increased book business of this house, however, due to their purchase of the book publishing business of the McClure Company and to an expansion of their list in other directions, has decided him to make an extended trip over the country for the purpose of getting intimately acquainted again with the general conditions of the booktrade. He leaves in February for a trip through the Middle West. Returning, he goes in April to the Pacific Coast.

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vanced to make special mention of any specific items. Their lines of juveniles, however, have been greatly extended; their color books, art books and calendars will be much in advance of anything they have ever shown, and, on the whole, their specialties will be among the most attractive ever offered.

Travellers: Walter Robertson (New York York City); Desmond Fitzgerald (Pacific Coast); R. N. Hays (Middle West, South and New England).

DODGE PUBLISHING COMPANY are preparing over fifty new books for the spring and summer trade, covering a very wide range of literature. These will be shown by their travelling staff, composed of John C. Hill (Pacific Coast and large towns in the East); Curtis W. Coe (Canada and Western States); E. W. Van Wagenen (South and West); F. E. Whiteside (small towns in the West); George F. Foley (small towns in New York State and Pennsylvania); Frank W. Hall (East); Emil Bersbach (small towns near Chicago); Charles W. Schaffer, Jr. (East); Arnold E. Foster (Australia and New Zealand).

B. W. DODGE & COMPANY have secured Upton Sinclair's new novel, entitled "Samuel the Seeker," which deals with the great problems of capital and labor in a thrilling story. Among the most important books are "Bible Rimes for the Not Too Young," by Clare Beecher Kummer, a book of humorous verses illustrated in two colors by Oliver Herford; "Eusapia Palladino and Her Phenomena," by Hereward Carrington, who has come to a cautious belief in Eusapia's powers; "My Quest of the Arab Horse," by Homer Davenport; "The Girl Who Earns Her Own Living," by Anne Steese Richardson; "The Autobiography of Methuselah," by John Kendrick Bangs; and "Are the Dead Alive," by Fremont Rider, now in its second edition. Selling novels are Mary Farley Sanborn's "The Canvas Door" and Helen Green's "Mr. Jackson."

Traveller: William Rickey.

DOUBLEDAY, PAGE & COMPANY have a new novel scheduled for April by Mrs. Humphry Ward, entitled "Lady Merton: Colonist. It is a story of Canada to-day. This is to appear in April. The Williamson story just published, "Lord Loveland Discovers America," has added much to the already great popularity in America of these authors. Another Williamson novel will appear in the course of the year. "Strictly Business," by O. Henry, published this month, is the first volume of New York stories to come from his pen in several years. "From the Bottom Up" is Alexander Irvine's unique account of his struggle to "amount to something." "Camera Adventures in African Wilds" is A. Radclyffe Dugmore's account, with a hundred illustrations from photographs, of his adventures in Africa, whither he went to make an intimate photographic record of the wild animal life there. Eminent naturalists say these photographs are the most remarkable they have ever seen. "Idols" is really an incisive indictment of present educational methods by Professor C. M. Gayley, a great authority. "Many Gods" is a new volume of poems by Cale Young Rice. "The Fascinating Mrs. Halton" is another clever story of English society by E. F. Benson. "A Village of Vagabonds," by F. Berkeley Smith, is a charming story of a quaint French village, with illustrations in color from paintings by F. Hopkinson Smith. "The Healthful Art of Dancing" is by Dr. Luther H. Gulick, whose work is valued for its practical nature. "The

Vanity Box" is a clever story of mysterious murder and crossed love in a fog of misunderstanding that clears only at the very end. "The Beast" is Judge Ben B. Lindsey's vital book. "The Personal Conduct of Belinda" needs no introduction from its author, Eleanor Hoyt Brainerd, who has already made "Belinda" live for so many people. "South American Fights and Fighters," by Cyrus Townsend Brady, is another volume in this popular series. "The Book of Daniel Drew" is an account of that original and quaint character's operations in early Wall Street, throwing many side-lights on methods to-day in high finance. "Blaze Derringer" is a new story of adventure by Eugene P. Lyle, Jr., author of "The Missourian." "What Conservation Means" is a volume by the man who stands for conservation in its biggest senses, Gifford Pinchot.

Travellers: Daniel W. Nye (Chicago, Boston, Pacific Coast and larger cities); Harold B. Earl (Middle West and New England States); H. C. Kinsey (South); Charles Schutte (New York City).

Duffield & Company have made notable preparations for the spring season. Pierre Loti's "Egypt" (La Mort de Philæ), translated by W. B. Baines, stands out as a wonderfully fascinating book, with the author's brilliant word painting of the marvels of antiquity illustrated in color from the paintings of A. Lamplough. H. G. Wells, to whose invention there is no limit, has followed "Tono-Bungay" and "Ann Veronica" with "The Adventures of Mr. Polly," another brilliant piece of fiction brimming with humor and significance. It is the story of a young Englishman from an adored baby to a typical citizen of his own part of the world. Geraldine Bonner also has written a fine novel dealing with the men and women who settled our great West. It is called "The Emigrant Trail," as distinguished from the Santa Fé trail, and tells of a little party of Argonauts who sought gold in 1849. Other fiction sure of popularity is, "The Crimson Azaleas," another Japanese story by H. de Vere Stacpole, whose "The Blue Lagoon" and "Garryowen" have met such lasting favor; "The Stranger Claim," by Alice Perrin, a story of interracial marriage in India; "The Innocent Murderers," a story bringing in the use of radium, by William Johnston and Paul West; "The Education of Jacqueline," by Claire de Pratz, a clever Frenchwoman who writes in English the story of a French girl educated in a convent; and "Joe Muller: Detective," by Grace Isabel Calbron and Augusta Groner. Eagerly expected is the collected edition in four volumes of the works which William Sharp wrote between 1894 and 1905 under his pseudonym of "Fiona Macleod," now edited by Mrs. Sharp according to the wishes and instructions entrusted to her; and other volumes of poetry are: "The Frozen Grail and Other Poems," by Elsa Barker; and "Russian Lyrics and Cossack Songs," compiled by M. G. D. Bianchi and translated by an eminent American poet and novelist. Those who remember Augustin Daly's great theatrical company thirty years ago are waiting for "The Diary of a Daly Debutante," which will contain portraits of John Drew, Ada Rehan and all the old favorites in their first youth. Helen Marshall Pratt's "Cathedral Churches of England" deals with the entire thirty-two cathedrals of the United Kingdom.

Travellers: S. McL. Loweree (Boston, Philadelphia and some cities in the Central West); C. W. MacQueston (Pacific Coast, South and New England).

E. P. Dutton & Co.'s line of books, cards and novelties is as full and as beautiful as ever, and will be shown by Le Baron D. Scribner, Mortimer Douglass, Henry C. Foster (South and Southwest); W. C. Becher (New York City); D. W. Brintnall (New England).

Dana Estes & Co. include in their list of forthcoming books a new novel by Curtis Yorke, "Wayward Anne;" another by Laura

LE BARON D. SCRIBNER

Representing E. P. Dutton & Co.

Le Baron D. Scribner is too modest to vouchsafe very much information about himself. Nevertheless to members of the trade a whole volume can be condensed into a sentence by stating that he has succeeded to the territory formerly so well covered by Jake Dengler, and that he bids fair to win the same warm friendship and high regard that the latter enjoyed. He started at the bottom with E. P. Dutton & Co., in 1887, as list boy; and he has been with them, steadily advancing, ever since, covering at various times, as salesman, nearly every city in the United States and Canada. Quiet, but as "likeable" as any man in the trade.

EDWIN S. GRAY

Representing Forbes & Co.

EDWIN S. GRAY, the genial representative of Forbes & Company, was born in Andover, Mass., but early followed Beecher's advice and "went West," though at the time he was too young to have much to say regarding it. After graduation from college he entered the legal profession, but his inclinations soon led him into book publishing, and he became the Chicago representative of Forbes & Company, whose headquarters were then in Boston. Soon after he joined in partnership with his brother in the firm and its headquarters were moved to Chicago. Mr. Gray will soon start on his regular trip to the coast, where a large number of trade friends will welcome his annual return.

E. Richards, which continues the story told in the "Wooing of Calvin Parks," under the title "Up to Calvins," and one by Amy E. Blanchard, called alluringly "The Glad Lady." Charles Wendell Townsend, author of "Along the Labrador Coast," contributes a travel book dealing with the country he is so well able to describe, entitled "A Labrador Spring." A number of juveniles are promised by this house, including "A Scout's Story," by Owen Vaughan (O. Roscomyl), and "Minute Boys of Boston," by James Otis, both boys' books; and "Christmas in Spain," by Sarah G. Pomeroy, who has already described Christmas in Holland and Christmas in Japan for the little people. "Chatterbox for 1910" is, as in former years, a collection of illustrated stories and verse for the younger children. To those interested in financial affairs the new revised edition of Montgomery Rollins's "Money and Investments" will be of interest.

Travellers: C. A. Caldwell, A. D. MacMullen, E. C. Caldwell, J. F. Weston, D. D. Nickerson.

R. F. FENNO & COMPANY'S line, comprising new fiction, popular copyrights, New Thought books, illustrated gift books, *Presentation edition* of standards, *Young People's Classics* and new illustrated juveniles, will be shown to the trade: Chicago and western jobbing points, by R. F. Fenno; New York City, Boston and jobbing points East, by F. M. Buckles; Pacific Coast and far West, by Laurens Maynard; South, Pennsylvania, Ohio and Indiana, by E. R. Herrick; New York State and New England, by John H. Thaller; Michigan, Wisconsin, Mississippi and Missouri River points, by Colonel A. M. Beckers. Advance samples and catalogues are now ready and to be had upon application.

FORBES & COMPANY will issue this spring "Life of Governor Johnson of Minnesota," by Frank A. Day and Theodore M. Knappen, the first biography of the popular executive, written by close associates; "Engaged Girl Sketches," delightful stories of courtship by Emily Calvin Blake, some of which have appeared in the *Ladies' Home Journal;* "The Girl Wanted," a companion volume to "The Boy Wanted," by Nixon Waterman; a new edition, with additions, of "Including Finnegan," by Strickland W. Gillilan; and "The Saints and Sinners Calendar for 1911," a daily quotation calendar in the fourteenth year of its publication.

Traveller: Edwin S. Gray, partner.

FUNK & WAGNALLS COMPANY'S list for the season includes "Makers of Sorrow and Makers of Joy," a study of the great trouble and damage sometimes done by the carelessness and uncharitable judgment of meddlesome folks by Dora Melegari, sister of Italy's Ambassador at the Court of Russia. "The Crowds and the Veiled Woman," by Marian Cox, a novel through which runs the thread of an unusual soul study; "Types from City Streets," by Hutchins Hapgood, a fitting companion volume to "The Spirit of the Ghetto," by the same author; "The Good of Life and Other Little Essays," by Professor William Cleaver Wilkinson, treating of pretty much everything in the world; and "Nervous States—Their Nature and Causes," by Professor Paul Dubois, author of "The Psychic Treatment of Nervous Disorders," a work which, because of the scientific reputation of its author, will not be confused with the many unscientific and practically worthless books now being published on this subject. This house will also bring out a revised edition, brought right up to date, of "The History of Socialism," by Morris Hillquit, practically accepted as the leading work of its kind. "Dominion and Power," by Charles Brodie Patterson, will be published as a companion to "The Will to be Well" and the "Measure of a Man."

Traveller: David J. O'Connell.

THE GRIFFITH & ROWLAND PRESS, (American Baptist Publication Society) announce the following books for publication in

March: "The Girl from Vermont," by Marshall Saunders, author of "Beautiful Joe," a girl as breezy as are her native hills, and the book confessedly in the interest of the Children's Playground Association; and "The Gang," by Fred. Brasted, a story of the Middle West, originally published as a serial in *The Standard,* and, owing to many requests, now brought out in book form. In "The Old Testament Among the Semitic Religions," by Prof. George R. Berry, of Colgate University, the topics treated are, in the main, the creation and deluge stories and various rituals, sacrifices or offerings, and ethical codes. The book is historical and not dogmatic.

Travellers: The American Baptist Publication Society are represented by their agents in Philadelphia, Boston, Chicago and St. Louis; also by The Baker & Taylor Co., and George W. Jacobs & Co. Travellers both from the Philadelphia house and the three branches will be put in the field.

GROSSET & DUNLAP are offering in their *Famous Copyright Fiction at Popular Prices* a long and particularly strong line of the conspicuous literary successes of recent years. "The Lure of the Mask," by Harold McGrath, with illustrations by Harrison Fisher and Carl Anderson, was one of the biggest of the recent "best sellers." George Barr McCutcheon is represented by "The Daughter of Anderson Crow," in which is seen his finest bit of character drawing. Anderson Crow is as picturesque a character as Mark Twain's "Pudd'nhead Wilson." David Graham Phillips's "Old Wives for New" has occasioned no end of discussion. The story is a daring one, but rings true, and will find hosts of readers. "Light-Fingered Gentry," a story of the inside workings of the great insurance companies; and "The Second Generation," an intensely interesting story of contemporary American life, are certain to make big headway in the popular editions. "The Mystery of the Yellow Room," and its equally interesting sequel, "The Perfume of the Lady in Black," were the literary sensations in Paris last year. Nothing better in the way of mystery stories has come to us since Gaboriau. "The Princess Zara," by Ross Beeckman, is a strong, well-told story of Russian terrorism and misery. "The City of Delight," by Elizabeth Miller is another of those romances of compelling charm. It is more human than "Saul" and more dramatic than "The Yoke." Louis Tracy is represented by "The Wheel o' Fortune" and "The Red Year," both masterly pieces of story telling. "The Redemption of David Corson," by Charles Frederick Goss, is a perfect piece of art; the author actually paints a soul. "Stillman Gott," by Edwin Day Sibley, is a tender, strong story of life on the Maine coast that will take its place beside "David Harum" and "Eben Holden." "Diana of Dobson's," by Cecily Hamilton, is something genuinely new in the way of a story, and a large sale is predicted for this first performance of a new author. "The Heart of a Child," by Frank Danby, is one of the few novels which nobody can dare to leave unread. "Fair Margaret," by F. Marion Crawford, will find legions of readers. Besides these, there are some twenty other volumes added to this strong list, every one of which is decidedly good, and most of them certain to make themselves felt. "Barriers Burned Away," by E. P. Roe, is a handsome new issue of this perennial favorite.

Travellers: John H. May, Edward P. Dunlap, Philip Grosset, G. W. Grosset, Samuel A. Jenkins, Harry Britton, Desmond Fitzgerald (Pacific Coast); McLeod & Allen (Canada).

C. S. HAMMOND & Co. have ready the 1910 editions of their "Modern Atlas of the World," "Pictorial Atlas of the World," and "Handy Atlas of the World," with all maps and text revised to date. This firm has also made extensive additions to its lines of globes, school maps, road maps, etc..

Traveller: H. S. Stoll.

HARPER & BROTHERS have ready for the spring three new novels, and four new novels in their very popular *New Thin Paper Edition—Pocket Size,* of Thomas Hardy's best known works. The new novels are "Mary Cary," by Kate Langley Bosher, a wholesome, sunny story of a girl in an orphan asylum whose lonely little heart is made glad by sympathy and kindness; "The Hermit of Capri," by John Steventon, written in letters to a young school teacher left behind in America; and "Beyond the Shadow," a parable by Howard Pyle of two men, one rich, one poor, who died the same day and met in the spirit world, and how their natures developed under the new conditions. There are also three books of non-fiction: "In After Days," thoughts on the life to come by such older people as Howells, Higginson, Henry James, Mrs. Julia Ward Howe, John Bigelow, H. M. Alden and others; "New York Society on Parade," by Ralph Pulitzer, illustrated by Christy; and "The Great English Story-Writers," by W. J. and Coningsby W. Dawson, the new addition to the *Readers' Library.* The young people also will have three books: "Harper's Handy Book for Girls;" "How Americans Are Governed," by Crittenden Marriott, intended for schools; and "A Holiday with the Birds," by Jeannette Marks and Julia Moody, a newcomer in their fascinating *Story-Told Science Series.*

Travellers: George V. Price (all the large cities of the country as far West as St. Louis); H. V. Patterson (the Pacific Coast, some of the Middle West and New England); Adam Burger (the South, Middle West, and the smaller cities of Pennsylvania).

A. J. HOLMAN & Co. have made improvements in Bibles this year in a wholesale manner, several editions having been reset from brand new type and containing new features not found in other editions. They have also prepared a special *Scholars' edition* of the Bible, which includes simple Helps for young people, and which contains some unique features. The paper in all their

editions of Pocket, Teachers' and Hand Bibles is imported. This is the only line of small Bibles in which imported paper is so generally used. The advantages of the paper are strength, evenness of finish and opacity. Holman & Co. dropped the use of domestic papers years ago, because they found that the bulk could not be kept down without making the paper transparent.

Travellers: A. J. Hilt and J. R. Houston.

HENRY HOLT & COMPANY believe they have a story rich in true American humor in an anonymous novel, "Skid Puffer," which they will issue early in March. The scene is laid in the Kanakee Swamp, Indianapolis, and the Far West. It is to be illustrated by F. T. Richards, of *Life*. During the spring they will add B. E. Fernow's "Care of Trees in Lawn, Street and Park" and W. L. Kellogg's "The Shell-fish Industries" to their *American Nature Series*. Other out-door books will be Helen R. Albee's "Hardy Plants for Cottage Gardens," intended for women who want flowers, who lack experience, and who plan to do most of the work themselves; and Mr. and Mrs. C. W. Beebe's "Our Search for a Wilderness," an account of two ornithological expeditions to Venezuela and British Guiana. To their *Leading Americans Series* the Holts are adding John Erskine's "Leading American Novelists" and W. M. Payne's "Leading American Essayists;" to their *Popular Anthologies* L. H. Humphrey's "The Poetic New World," a companion volume to her "The Poetic Old World." George Cary Eggleston's "Recollections of a Varied Life," ready in April, is truly named. The author, born in Indiana in 1835, having been a Confederate soldier, literary editor of the New York *Evening Post* six years, and an editorial writer on the New York *World* for eleven years. Other important titles on their list are Grant Showerman's essays, entitled "With the Professor;" Clayton Hamilton's "The Theory of the Theatre;" H. T. Stephenson's "The Elizabethan People," and R. W. Doane's "Insects and Disease." The last De Morgan novel, "It Never Can Happen Again," is in its fourth large edition. The three earlier novels sell steadily; large new printings of each have recently been necessary.

Travellers: Alfred Harcourt (east of the Mississippi); Desmond FitzGerald, (west of the Mississippi and on the Pacific Coast).

HOUGHTON MIFFLIN COMPANY have in preparation an unusually attractive list of books for spring publication. They take pleasure in announcing that all novels will again be issued at net prices, as their action last year in regard to net fiction was cordially received at the hands of the trade.

Travellers: Frank Bruce (New York, Chicago and Philadelphia); H. S. Elliott (Middle West, Canada and Pacific Coast); L. D. Humphrey (Boston); W. B. Pratt (East and South).

B. W. HUEBSCH'S travellers will bank on the telling success of Sudermann's "The Song of Songs," and will probably find that the most interesting book they can show during the spring season. Within three months of its publication the title has gone to press for two additional large printings. Among the new books bearing the same imprint are "Health and Suggestion: the Dietetics of the Mind," by Von Feuchtersleben, long considered a classic in Germany, but only now translated into English. Dr. Worcester, of the Emmanuel Movement, says of this book: "It contains the principles of our whole project, and expresses many phases of our thought better than we are able to express it." John Spargo, the most popular writer in America on socialist topics, has written the life of Karl Marx, which promises to be a most important biography of the year. In *The Art of Life Series* there will be a new book by Professor Edward A. Ross, of the University of Wisconsin, entitled "Latter Day Sinners and Saints." The trade will remember this sociologist's successful "Sin and Society," issued two years ago. Mrs. Bishop, the author of the popular "Seventy Years Young," gives us in compact form all that she has been teaching to thousands of students at Chautauqua for years past in "Daily Ways to Health." "The Development of Christianity," by Otto Pfleiderer, promised for last year, will be ready in the spring. This title supplements the two previous books by the same author, "Christian Origins" and "Religion and Historic Faiths." Another University of Wisconsin professor on this list is William Ellery Leonard, who contributes "The Poet of Galilee," a unique study in comparative literature, the subject being the great human figure of Jesus. A juvenile that should become popular is "Maida's Little Shop," by Inez Haynes Gillmore, whose short stories in the *Atlantic, American, Everybody's* and other magazines have brought her into popular notice. A volume of poems under the title of "Optimos," by Horace Traubel, Whitman's Boswell, completes the list of new books, though several of the fall publications of this house will be shown to part of the trade for the first time.

Travellers: The line will be shown by C. W. MacQueston on the coast, and Frederick Hope in the East and Middle West.

HURST & CO.'s announcements for 1910 show a wonderful improvement in new and beautiful cover designs, of which there are over sixty for their well-known standard lines. A departure for this house is their entrance into the copyright field. Among the important items are *The Boy Aviators Series*, by Captain Wilbur Lawton, which consists of six titles. Another series for small children is *The Kiddie Books:* "Our Little Canadian Kiddies," "Cuban Kiddies," "Eskimo Kiddies," "Hawaiian Kiddies," Indian Kiddies," "Philippine Kiddies." They contain over thirty full-pages of colored printing to each book. The series is written by Grace Duffie Boylan, with introduction by Florence E. Scott. They are also bringing out, uniform in size with "Kids of Many Colors," with illustrations throughout in color, "Old Mother Hubbard," illustrated by Harry Otis Kennedy; "Yankee Mother Goose," illustrated by Ella S. Bryson;

"Mother Goose Jungle Book," by Hugh Von Hofsten; and a new edition of "Helen's Babies," with many colored and black and white plates, by Sarah Crosby, will be added to this line. A timely series will be found in their exquisite *Commencement Gift Series*, which will be ready shortly. There will be ten titles in this line.

Travellers: Lee R. Matlack, L. M. Levy, George D. Hurst. Reilly & Britton Co. represent them on the Pacific Coast and in the Middle West; McLeod & Allen are their Canadian representatives.

GEORGE W. JACOBS & Co. will publish about April 1 a stirring story of the French Revolution, entitled "Mademoiselle Celeste." The author is Adele Ferguson Knight, who has been known heretofore only as a writer of short stories. Although this is her first novel, it is a tale of absorbing interest and unusual power. Clarence Underwood is making the picture for cover and colored frontispiece. They will also issue about the same time a new novel of Western life by Ridgwell Cullum under the caption "The Sheriff of Dyke Hole." This is said to be even a better story than "The Watchers of the Plains," by the same author, one of last spring's successes. The cover picture for this is being drawn by the Kinneys. Another title on their spring list is "The Great Natural Healer," a humorous sketch by Charles Heber Clark ("Max Adeler"), that will draw more than one good laugh from the reader. It will have a representative picture on the cover of a lame man casting away his crutches. In view of the present interest in Christian Science and mental healing, this sketch is particularly timely. There will also be a new volume in the *American Crisis Biographies*, the life of "Henry Clay," begun by his grandson, Thomas H. Clay, and completed by Dr. Ellis P. Oberholtzer, editor of the series. Mr. Clay died while engaged upon this work, and Dr. Oberholtzer has aimed to complete it in the spirit in which it was begun. This will be followed by the life of "William H. Seward," by Edward Everett Hale, Jr. "Pre-Historic Rhodesia," by Richard N. Hall, announced for publication last fall, but held over on account of not being ready, is also on this spring's list. The book opens up a vast field of knowledge and speculation upon the ancient buildings and inhabitants of southeast Africa. For the clergymen this firm has also issued a new book by Dr. Alfred G. Mortimer, rector of St. Mark's Church, Philadelphia, "The Shadows of the Valley." Its purpose is to supply a much felt want for suitable readings and devotions to be used in the visitation of the sick.

Travellers: George W. Jacobs (East); John T. Robinson (New York and Middle West); J. J. F. Smith (Pacific Coast and New York, also New England); Durant L. Macrae (South and Middle West).

JENNINGS & GRAHAM (Western Methodist Book Concern), have a book sure of large sale in Mrs. Gené Stratton-Porter's "Birds of the Bible," in which the Indiana novelist and bird lover offers the fruits of several years' loving labor. The publishers have supplied this bird-lore in a binding showing a natural reproduction of willow-bark bound to attract attention. Among the newest books are "Shop Talks," by Edward Russell Stafford, a series of addresses on Jesus Christ delivered to workingmen at the noon hour; and "The Pastor-Preacher," by Bishop William A. Quayle, author of "God's Out-of-Doors," a heart-to-heart talk which will be a cheering inspiration to earnest preachers.

Travellers: Foss Crawford represents Jennings & Graham in the territory of the Western Book Concern.

LAIRD & LEE have the knack of making selling books, so telling is their interest, so wide their appeal. An Opie Read book needs only to show itself. This spring it is for boys, a stirring tale of exciting scenes of pioneer life, entitled "Tom and the Squatter's Son." "The American Woman's Cook-Book," by Ella M. Blackstone, is new from cover to cover, and has many finely drawn headpieces for the various divisions of its recipes. "The New Salesmanship and How to Do Business by Mail," by Clarence Lindgren, teaches the modern science of selling—

JOHN T. ROBINSON

Representing George W. Jacobs & Co.

JOHN TRUMBULL ROBINSON started in the book business with J. B. Lippincott Co. in February, 1892, and was connected with their jobbing department until July 1, 1897. In March, 1898, he went with Geo. W. Jacobs & Co., having been associated with Geo. W. Jacobs in the Lippincott Co., and for several years did all the travelling for this firm. On February 1, 1907, he was admitted to membership in the firm.

SAMUEL G. RAINS
Representing The Lamb Pub. Co.

SAMUEL G. RAINS, president of the Lamb Publishing Company, 225 Fifth Avenue, New York City, has been associated with the book business for over twenty years. Starting as a boy in the bookstore of A. W. Lovering at 781 Broadway, he later entering the employ of Brentano's, with whom he was connected for a number of years, having charge of their old and rare book department. In 1905, he formed the Lamb Publishing Company, doing a subscription book business at 27 West 34th Street. In 1906, realizing the possibilities of selling sets of books in jobs to the regular retail trade, he entered that field, offering the trade the regular subscription and edition de luxe sets of books at prices less than the regular trade editions. Through the untiring efforts of Mr. Rains, the Lamb Publishing Company is to-day one of the largest *jobbers* of sets of books in the United States. Mr. Rains is also the head traveller for the Lamb Publishing Company, his territory comprising the West and the Pacific coast. Arthur W. Caldwell, representing the same company, covers the Middle West, South and New England.

of earning a big salary by producing big results—and covers the travelling salesman, the retail salesman, the mail order business and buying goods by correspondence. Dr. Caldwell's "Rum and Ruin" is a sort of "Uncle Tom's Cabin" message on the drink question. It is a novel written with a purpose, and brings home the consequences of drink in a story full of human incident. All the long line of books of information on all callings are once more ready for the season.

THE LAMB PUBLISHING COMPANY, New York, call attention of the trade to an entirely new binding of *The World's Greatest Books,* which is in dark blue art vellum with stamping of pure gold leaf of author and title on back and sides of each volume. The two and three volume sets come in boxes. This successful house also wishes to purchase remainders of sets or single volumes for spot cash and up to any quantity.

Travellers: S. G. Rains (Middle West and Canada); A. McMullen (Pacific Coast); A. W. Caldwell (New England).

JOHN LANE COMPANY'S list will be shown by Charles A. Canner throughout the Central West and the Pacific Coast, taking in the large cities in the East. Mr. Canner starts during the early part of February on the first of his four Central Western trips. Early in April he starts for the coast. Charles G. Giffin will cover New England, New York State, Pennsylvania and New York City. Mr. Giffin will cover his territory beginning with March. H. L. Allison will cover the South and Southwestern territory, and will start shortly on his Southern trip. They will all carry a full list of spring publications, but for the Pacific Coast Mr. Canner expects a number of samples of fall publications.

J. B. LIPPINCOTT COMPANY, encouraged by the unusually large sale of the Pennells' "Life of Whistler," are bringing out this spring a volume on "Manet, and the French Impressionists," by Theodore Duret, which is perhaps the most important book on the subject since the Pennell volumes were issued. Following up the success of Percy C. Madeira's book on "big game" shooting, "Hunting in British East Africa," and on account of the continued interest in that section of the country, the Lippincotts have two volumes dealing with African Colonies on their spring list—"Sierra Leone" and "Fighting the Slave Hunters in Central Africa." Eben E. Rexford, among the most widely known and most successful amateur gardeners in this country, is represented this year with a book on "Indoor Gardening," which the Lippincotts have supplied with beautiful illustrations, decorative title-page and lining papers, and have brought out uniform with the same author's "Four Seasons in the Garden." The trade should be especially interested in the new line of *Business and Home Dictionaries* which the Lippincott salesmen will call to their attention. These will be known as "Worcester's Business and Office Dictionary," "Worcester's Correspondence Dictionary," and "Worcester's Handy Dictionary," and can be had in full limp leather, with red edges, or in genuine limp seal, with full red under gold edges. The Lippincott list of spring fiction this year is small but select, and will include three, or perhaps four, new novels. Those definitely decided upon at present are, "The Heart of Desire," by Elizabeth Dejeans, whose first novel, "The Winning Chance," was the surprise success of last spring; "Routledge Rides Alone," an exceptionally fine novel showing the futility of war, by Will Levington Comfort; and "Raleigh," a romance of Elizabeth's court, by Stephen Lovell and

William Devereux, founded upon the play "Sir Walter Raleigh," in which Mr. Lewis Waller, England's greatest romantic actor, is scoring such a great success in London at the present time. Interest in Sir Ernest Shackleton and his wonderful volumes of exploration, "The Heart of the Antarctic," increases daily as the time for his arrival in this country approaches; and Robert Hichens's "Bella Donna," still the most widely discussed of the recent books, is now rapidly passing through a fifth large edition.

Travellers: Horace S. Ridings (East and large cities of the Middle West); Thomas H. Clagett (Southwest, Canada and Pacific Coast); and Herbert M. Gaskill (South and Middle West).

Little, Brown & Company announce a strong list of fiction with which to start their publishing season of 1910. Two of the novels, "Passers By," by Anthony Partridge, and "The Up Grade," by Wilder Goodwin, are already in the field and have found an unusually large number of readers. Other familiar authors are Anna Chapin Ray, who will have a new novel, entitled "Over the Quicksands," and Mary Imlay Taylor, whose strong Southern story is entitled "Caleb Trench." Unequalled Oppenheim has given his new story (a tale of international intrigue) the title of "The Illustrious Prince," and it promises to merit all the praise which has formerly been lavished on this writer. Two good mystery stories are "The Red House on Rowan Street," by Roman Doubleday, whose "Hemlock Avenue Mystery" was a favorite of last spring, and "The Snare of Circumstance," by Edith E. Buckley, which is an adroitly written and cleverly conceived tale. "The Pursuit," by Frank Savile, is a rapidly moving story with the romantic atmosphere of Tangiers for a background; and "The Red Symbol," by John Ironside, is a tale of thrilling events which befell an English newspaper man in Russia. Mr. Savile and Mr. Ironside are English authors, newcomers to Little, Brown & Company's list. Anne Warner contributes one of her delicious, breezy satires, entitled "Just Between Themselves." "An American Baby Abroad," by Mrs. Charles N. Crewdson, is a diverting book for summer reading, and is enlivened by characteristic illustrations by R. F. Outcault, the creator of "Buster Brown." "The Dominion of New Zealand," by Sir Arthur P. Douglas, is the second volume of a series dealing with the constituent portions of the British Empire. "Play Games for the Kindergarten, Playground, School-room and Gymnasium," by Emmett D. Angell, contains a large number of games especially applicable to the out-door vacation season. A new edition of Loring Underwood's "The Garden and Its Accessories" is also a timely spring book. An important announcement is the publication of a complete set of Charles Dickens, in thirty volumes, beautifully illustrated and uniform in size with the *Centenary edition* of Balzac. Little, Brown & Company have thoroughly revised their list of *Popular Editions of Copyright Fiction* and have added a number of strong titles. The list now contains sixty-three good, live stories.

Travellers: George Sully, Andrew D. Pierce, Frank Jones.

Lothrop, Lee & Shepard Company's line for 1910 is already well advanced. They will bring out an important group of books April 1, and a much larger number September 1. In fiction they have one of George Cary Eggleston's best southern novels, and the strongest book that Charles Clark Munn, the great delineator of New England life, has ever written. Their fiction list will also include a striking story of ranch life, by Mary K. Maule, and a brilliant society novel by Frances de Wolfe Fenwick. Their most important miscellaneous book will be a host in itself, the long-awaited second work of A. M. Crane, whose "Right and Wrong Thinking and Their Results" has sent edition after edition throughout the English-speaking world. In juveniles they are even stronger than ever. Their standard writers in this class will all be represented—Stratemeyer, Tomlinson, Dudley, Burleigh, Brainerd, Eldred, and some new names worthy of the distinguished companionship to which they have been admitted. For the girls Margaret Sidney (Mrs. Lothrop) will have an important new book, her first in three years, while Nina Rhoades, Amy Brooks, Amanda M. Douglas and Jean K. Baird have their usual offering. A pleasing feature of their line will be six genuine "Oliver Optic" books, from stories in his best vein that appeared serially, but have never before appeared in book form. Their reliable *American Girls Series,* forty titles, has been given a new and up-to-date cover design, much richer in appearance. Their *Little Prudy Books* and *Dotty Dimple Series* are going better than ever in the popular edition, and uniform with them will be found for the first time two of the most important "Pansy" books.

Travellers: John E. Lander (New York City and East); L. W. Adams (Chicago and West); William G. Marple (South and Middle West).

David McKay will have ready shortly an edition of Swinburne, in two volumes, volume 1 Poems, volume 2 Tragedies, which will be sold separately or together. It is time that the public should be able to procure this author in a compact library shape and at a moderate cost. With the exception of "Rosamund," "The Story of Balen" and a few short poems, this edition is complete. The *Boys of Liberty Series,* which was so successful last year, will have five new titles; the *Merriwell Series* three new volumes. The *Girls' Own Library* grows in popularity each year, and this season will have eight strong titles added with five new cover designs. The illustrated gift-edition of "David Copperfield" was so successful last year that "Pickwick Papers" and "Nicholas Nickleby" will be brought out in uniform style, and also "Vanity Fair," with all the Thackeray illustrations. In the *Vest Pocket Series* an entirely new "Compendium of Applied Electricity" will be added, and the "Argument

Settler" will be revised up to the very latest date. The *Popular Handbook Series* will have a new book of "Toasts," many of which are original. A number of interesting additions are in contemplation, but not far enough advanced for announcement.

Travellers: Harry T. Harper will cover the territory formerly covered by W. M. Edwards, with the exception of the South, and of this he will take New Orleans and Texas. The balance will be taken care of by Alexander McKay, who makes his initial trip this year. David McKay will make his usual trips to the twelve larger cities.

A. C. McClurg & Co.'s spring line is unusually attractive this year. The seven titles which constitute their season's offering in fiction are, without exception, worthy of a great deal of attention from buyers. "Dan Merrithew" is a fascinating sea story by Lawrence Perry, who has a most enviable reputation as a magazine writer; "Hopalong Cassidy" is by Clarence E. Mulford, the well-known author of "Bar 20" and "The Orphan," and is a stirring tale of range life in the Southwest; Edith Huntington Mason has written a delightful story of social and political life called "The Politician." Miss Mason will be remembered for her "The Real Agatha," which appeared several seasons ago. "Prince Izon," by James Paul Kelly; "A Vigilante Girl," by Jerome K. Hart, and "The City of Six," by C. L. Canfield, complete the list of "dollar and a half" fiction, the seventh story being "The Cardinal's Pawn," by K. L. Montgomery, a tale of Florence and Venice in the Renaissance, issued at a list price of 75 cents, subject to the same rate of discount as $1.50 fiction. The most timely and important book of the spring will be "In Closed Territory," by Edgar Beecher Bronson, a wonderfully interesting account of hunting big game in British East Africa over the same ground covered by Colonel Roosevelt. Mr. Bronson was attended by many guides and bearers later engaged for the Roosevelt expedition, and he writes of the people, country, customs, etc., in a highly entertaining and illuminating manner. Mr. Bronson's best known previous contribution to literature was his "Reminiscences of a Ranchman." Three other important books on travel and adventure will be "Beyond the Mexican Sierras," by Dillon Wallace; "The Channel Islands," by Charles F. Holder; and "A Woman's Impressions of the Philippines," by Mary H. Fee. A valuable part of the documentary history of the country is "The Diary of James K. Polk," hitherto unpublished, but now to appear in three volumes edited by Milo Milton Quaife. This is one of the most important manuscripts in the realm of American history. Three other new books might also be mentioned as history: "Abraham Lincoln: the Tribute of a Century," a compilation of addresses given in commemoration of Lincoln's one hundredth anniversary, and reports of celebrations held in honor of that occasion; "The First Great Canadian: the Story of Pierre Le Moyne, Sieur D'Iberville," by Charles B. Reed; and "Lincoln: a Monograph," by Isaac N. Phillips. "By-Gone Days in Chicago," by Frederick F. Cook, is of a reminiscential nature; "The Science of Living, or, the Art of Keeping Well," is a practical and non-technical work on physiology and hygiene by Dr. W. S. Sadler; and "Cleaning and Renovating at Home" is a handy little book for the housewife by E. G. Osman. "Psychology," "Personal Magnetism," "Telepathy" and "Hypnotism" are the four titles which constitute the *Psychic Science Series,* by Edward B. Warman. Six titles comprise the remainder of McClurg's spring list: "Handicrafts in the Home" and "Artistic and Inexpensive Homes," both by Mabel Tuke Priestman; "A White Paper Garden," by Sara Andrew Shafer; "The Little Old Outlaws," by Mrs. E. H. Miller; "Nietzsche in Outline and Aphorism," by A. R. Orage; and "John the unafraid," of which the author prefers for the present to keep his identity a secret. To buyers everywhere A. C. McClurg & Co. present this list with a great deal of pride, as being one embodying the essentials to a successful spring and summer business, and feel sure that its merits will be recognized.

Travellers: Books only: F. L. Howell (Middle West and South); McClurg books only: Joseph E. Bray (East); S. L. Willard (Pacific Coast). Miscellaneous: W. M. Allen (Wash., Ore., British Col.); Chester Bowles (Ill., Mo.); Orion Bowles (Tex.); J. H. Bryar (Col., Utah, Idaho, Wyo.); F. R. Hale, Ralph P. Hale (O.); Raymond Hale (Pa., O.); C. R. Hewitt (O., W. Va.); Logan Horrall (Ind.); T. I. Humble (Mich.); B. E. Hurst (Kan.); G. N. Mills (Ill.); W. A. Mitchell (Mich., O.); William Moerl (N. Dak., Mont.); T. S. Parish (Minn.); C. H. Peckham (Ia., S. Dak.); H. O. Pintner (Wis., Mich.); C. E. Siler (Wis., Ill.); H. B. Sisk (Ky.); Fred J. Speaker (Neb.); J. B. Stevens (Ia., Ill.); J. A. Vaughn (Ark.); Charles E. Vinson (Col., New Mexico); Irvin B. Weil (Mo.); P. D. Wynne (Tenn.); H. L. Ybarra (Mexico).

The Metropolitan Press, 1 Madison Avenue, announce "The Mystery of Evangeline Fairfax," by Earle Kunst, illustrated by Richard Boehm for March 21; and "A Victorious Life," by Leonora B. Halsted, for April 2, the latter a love story of a little country girl, who develops into an accomplished woman.

John Murphy Co., Baltimore, Md., are showing their new line of standard "Catholic Prayer Books," including the new styles for 1910, their well-known "National Prayer Book," the "Manual of Prayers," also their edition of the Douay Bible and religious goods of all kinds.

Travellers: George L. Fitzgerald (West); John R. Lynch, local).

Thomas Nelson & Sons call attention to their extensive line of Bibles and Testaments, including the King James (or 1611) Version and the American Standard (or 1901) Version, in a great variety of styles and bindings. Nelson's Bibles are better this year than ever before, and they have made many additions of attractive styles to the line. They have also added some new and

attractive bindings to the line of Nelson's Prayer Books and Hymnals, and call special attention to the "Bridal Souvenirs," bound in white morocco, white calf and genuine ivory. Their line of "Devotional Books" and "Birthday Books" is very complete. In the *New Century Library* they have added the complete novels of Victor Hugo, in eight volumes, bound in limp leather, uniform with the other volumes in this series. The *E. F. G. Series* of pocket dictionaries continue to meet the popular taste, and *Nelson's Colored Toy Books* are having a good sale.

Travellers: H. B. Smith (East and Pacific Coast); J. J. Hamilton (South); George F. Bachmann (Middle West); A. C. Keowen (local and West), and H. Topping.

NEWOLD PUBLISHING CO., New York, have recently issued "Trailing and Camping in Alaska," by Addison M. Powell, a story of real people and real struggles of a United States scout while prospecting for the immense copper deposits of Alaska. The house also makes a business of publishers' remainders and has some tempting stock: Theodore A. Cook's "Old Provence;" Holman Hunt's "Pre-Raphaelitism and the Pre-Raphaelite Brotherhood;" Henry Nehrling's "Our Native Birds of Song and Beauty;" Alexander Dyce's "Glossary to Shakespeare;" H. W. Mabie's "Backgrounds of Literature;" Elizabeth McCracken's "The Women of America;" N. M. Flinders Petrie's "Researches in Sinai;" L. A. Sherman's "What is Shakespeare?;" L. Lewis Hind's "Augustus St. Gaudens;" and Charles Holmes's "The Garden of Eden." They also have a well assorted line of about 50 titles of fiction, including such authors as Atherton, Tarkington, Silberrad, Jepson, etc., in specially attractive bindings.

J. S. OGILVIE PUBLISHING COMPANY, New York City, are still specializing on novels founded upon the popular plays, in which form of literature they were the pioneers, their first successful book in this line being "Way Down East," published over ten years ago, which they have just issued for the first time in a *Popular Cloth Copyright edition,* where it is meeting with success. "A Gentleman from Mississippi," in a uniform cloth edition, is their best seller at present, and it bids fair to rival "Way Down East." They are catering also to the Railroad News Company trade, their line of 120 joke and 55 *Railroad Series* books being extensively used. Their detective story books by "Old Sleuth" are as popular as ever with dealers and readers from Maine to California.

Travellers: William Badenhop, a salesman new to the booktrade, has been representing them on the road for the last year and a half.

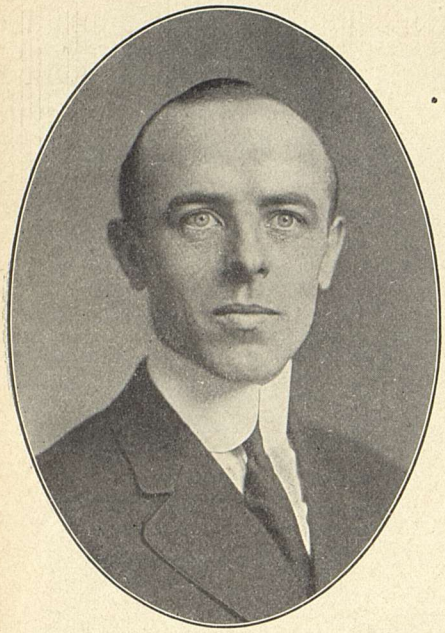
I. & M. OTTENHEIMER, of Baltimore, Md., have a big catalogue of book bargains, especially in popular series. They particularly note Thimm's *Self Taught Series* for learning foreign languages; their line of paper-covered novels; their *National Series* of popular fiction, retailing for a quarter; and special Bible bargains. As heretofore, they will handle all the standard lines of popular copyrights, as well as handbooks and juveniles. Their "Marion Harland Cook Book" is also to be especially noted.

OXFORD UNIVERSITY PRESS (American Branch) still has inventive power enough to get out something "entirely new" in Bibles. "The Oxford Pictorial Palestine Bi-

D. I. MACFADYEN

Representing The Oxford University Press, American Branch.

D. I. MACFADYEN is a man who once saw the error of his ways in time; in other words, having once left the book business, he repented and came back to it, and royal was the welcome when he returned. He says that he "first saw the light of day in 'Greenwich Village,' in the old Ninth Ward of New York City." He inherited his book bent from his father, who had been a book binder for many years, and Mr. MacFadyen himself spent a year or more in the bindery of D. Appleton & Co. under his father's tutelage. In 1875 he entered the employ of Thomas Nelson & Sons, filling various positions till 1880, when he became one of their travellers. After ten years' work for them on the road, he voluntarily severed his connection with the house and the book business to become the western representative of the lithographic firm, The Major-Knapp Co. In 1896, however, as above stated, he came back into the fold as a travelling man for the Oxford University Press, when they established their American branch. His territory has been the entire South, and in this field he has a legion of warm friends. Mr. MacFadyen is an inveterate—and excellent—story teller, which helps him make friends and sell books as well.



JAMES L. NERNEY.
Representing L. C. Page & Co.

JAMES L. NERNEY, of L. C. Page & Co., is comparatively a new comer to the book-trade, but he served his two years' apprenticeship in a good school, under Mr. Hassell, of the American News Co., and when, in the fall of 1900, he went on the road for the Macmillan Co he could hardly be called a tenderfoot. For the Macmillan Co. he worked eight years, covering the entire South, Middle West, Central States and New England. In December, 1908, he went with the John McBride Company, leaving them on the first of January last to become traveller for L. C. Page & Co. With the latter house his territory will be practically the same as it was for the Macmillan Company.

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bles" are ideal for presentation to children on Children's Day; and the *Oxford Teachers' Bibles* have arranged their up-to-date helps under one alphabet—a great improvement. The "Scofield Reference Bible," edited by Rev. Dr. C. I. Scofield, with the assistance of many of the most eminent scholars and divines, throws a flood of new light on the old Bible in the new authorized version. All the Oxford Bibles are on hand in the very latest, most ingenious and most beautiful covers. This house also carries the publications of The Clarendon Press, which appeal to scholars who are always untouched by fashion or other changes. "The Dublin Book of Irish Verse," edited by John Cooke, is uniform with the "Oxford Book of English Verse;" "The Story of the Comets" is simply told for general readers by George F. Chambers; and many readers await "Theodore Roosevelt, Dynamic Geographer," as described in a lecture delivered to the School of Geography, Oxford University, March 8, 1909, by Frank Buffington Vrooman.

Travellers: W. W. McIntosh, C. C. Schepmoes, D. I. MacFadyen, Charles Korbel, H. V. Clulow, W. C. Ward, Frederic Bayer, Dr. Horace Jones, George S. Goodwin, William H. Allen.

OUTING PUBLISHING COMPANY are showing the following outdoor books which will be published during February and March: "Golf for Beginners and Others," by Marshall Whitlatch, which aims to teach the player how to teach himself rather than how to imitate the methods of others; and "Camp Cookery," by Horace Kephart, a companion book to his "Camping and Woodcraft," covering everything that pertains to outdoor cooking either on land or water. A large number of up-to-date recipes are given which will be of great help to the amateur *chef*. "How to Study Birds," by Herbert K. Job, author of "The Sport of Bird Study," an ideal guide for teachers and any one else interested in the study of our native birds. It tells how to know the birds, when and where to find them at different seasons, etc., and explains in detail the use of the camera on bird subjects, revealing every secret of the author's own great success. "Fishing Kits and Equipment," by Samuel G. Camp, is a comprehensive guide for the angler in the selection of tackle for fresh water fishing. Rods, reels, lines, leaders, lures, clothing, etc., are discussed at length and prices are quoted for the guidance of the novice. It also contains chapters on bait casting for bass. Outing Publishing Company have just taken over "Automobile Law for Motorists," by Twyman O. Abbott, which was recently published by Reilly & Britton. A revised edition for 1910 will be published in the near future. This book is to the motorist what Blackstone is to the jurist. The following books will also be added to the Outing list during the spring season: "Backwoods Surgery," by Dr. Charles F. Moody; "Fishing Sketches," by Samuel G. Camp; and two books of outdoor fiction by writers of note.

Travellers: William J. Gallagher (East); August H. Gehrs (West, South and on the Pacific Coast). Albert Britt will shortly leave for Europe in the interest of the Outing line.

L. C. PAGE & COMPANY are not doing as much as heretofore with competitive lines. Their policy this spring is to adhere more closely than ever to the publication of exclusive and copyright titles and lines only. They are adding Hurll's "Portraits and Portrait Painting" to their series of *Illustrated Copyright Gift Books,* but the series remains fifty titles as before. Their *Reprint Fiction* line will also be continued, they having dropped some of the weaker books and added stronger titles, leaving the well-known list of titles as heretofore. Among their newest spring books in fiction are: "Commencement Days," by Virginia Church, a clever college story; "Kilkenny of the Orchard," the new book of L. M. Montgomery, author of the "Anne" books of established

popularity; and "A Soldier of the Revolution," by Robert Neilson Stephens, the author of such selling books as "Philip Winwood" and "An Enemy to the King." They also have made well selected additions to all their well-planned series: Johnston's "Famous Scouts, Trappers, Pioneers and Soldiers" goes into the *Famous Leaders Series;* and new volumes into Stevenson's *Boys of the Railroad Series,* and into *Little Cousins Series, Rival Campers Series,* etc. In books of travel and art they offer Charles Livingston Bull's "Under the Roof of the Jungle," originally announced for last year; Hutchins's "Houseboating on a Colonial Waterway; or, the James River, Virginia;" Winter's "Brazil and the Brazilians;" Miss Tozier's "Susan in Sicily;" Murphy's "In Unfamliar England;" Mrs. Addison's "The Boston Museum of Fine Arts," a new volume in their *Art Galleries of Europe Series.* For young people the provision is bountiful: "Mary Ware in Texas," the newest in the *Little Colonel Series,* to which will later be added "Little Colonel Doll Book," the "dolls" being characters from the various popular books.

Travellers: F. T. J. Nunan (principal cities North and West); J. L. Nerney (South, Middle West, New England and Canada).

Penn Publishing Company will this year have a number of unusually attractive titles for boys and girls. The quality of the literature for children published by this house is to-day recognized everywhere as the standard of excellence, many of the stories being real classics, and all of them being censored with the most painstaking care. The impossibly sensational stories for boys which have been so much in vogue of late years are never considered. Each accepted manuscript is edited, first, with a view to its value as an interesting story, then to eliminate any features which should not be brought to the notice of the young. There will be issued this year the usual number of speakers, entertainment books and plays, together with some additions to the lines known as *Popular Handbooks* and *Family Books.* Among the new volumes which will appear in the Penn list for 1910 will be the seventh of the "Betty Wales" books. Betty is as enthusiastic and full of new ideas as usual, and she figures as consulting architect in the erection of the new dormitories, which her energetic efforts won for Harding College. A number of her classmates will reappear, and "The Littlest Sister" will lend added interest as a school girl under Betty's chaperonage. "Glenloch Girls" was so popularly received by so many other girls last season that the author, Grace M. Remick, has given her readers another story with the same characters. This year, however, the story is located in Germany instead of at the small town of Glenloch. Aileen Cleveland Higgins's "Little Princess of Tonopah" is this year transferred to the lumber camps of Minnesota, where she becomes "A Little Princess of the Pines," and the tang of pure fresh air permeates every page. Lucy Foster Madison has contributed a sequel to her "Peggy Owen," the Colonial story which was so favorably received a year ago. In "Peggy Owen, Patriot," the heroine is transferred to Washington's winter camp outside New York City, where she has many thrilling experiences and meets some of the leading personages of the time. Although there is no new story by Captain Malone, the "West Point" books continue to be most popular with the boys. Indeed, the sale on this line was greater the past year than any of the preceding years. "An Annapolis First Classman" is the title of Lieutenant Commander Beach's fourth volume, and in it Bob Drake graduates with fitting honors from the Naval Academy. In the *U. S. Midshipman Series* Lieutenant Commander Stirling has developed some thrilling and popular tales of Uncle Sam's work in various quarters of the world. The new book, "A U. S. Midshipman in the Philippines," is without doubt the best story he has yet written. John T. McIntyre, than whom there is no more reliable historian for young people, offers a second volume in his *Young Continentals Series,* entitled "The Young Continentals at Bunker Hill." This tale deals with the siege of Boston and the further experiences of the four boys who appeared in the first book. "A Senior Quarter Back" is the title of T. Truxton Hare's fourth story of college life and football. This has all the charm of athletics which has so held Mr. Hare's boy readers in the previous volumes. John Prescott Earl has taken the "School Team" back to their studies, where the rivalry between Standham Academy and Conway is made the basis of a stirring story. The name of the new book is "The Captain of the School Team." Both Elizabeth Lincoln Gould, the author of the *Felicia* books, and Mrs. Alice Turner Curtis, who has written the *Grandpa's Little Girls Series,* contribute new titles. "Felicia's Visits" and "Grandpa's Little Girls' House Boat Party" will delight the younger children who are eagerly awaiting more of the above stories. In addition to the $1.25 and $1 books published by the Penn Publishing Company they are now making a series of copyright stories for children, entitled the *Vacation Series,* at 60 cents list, which represents an unusual value among the so-called 50-cent juveniles. These books are better literature, better printed, better bound and better illustrated than any line ever published at the price. Some entirely new titles in the *Vacation Series* are "The Rambler Club's Winter Camp" and "The Rambler Club in the Mountains," both by W. Crispin Sheppard. These titles are respectively the second and third in the *Rambler Club Series.* "The Cruise of the Sally B," by James Otis, is an entrancing story of the Maine coast, and the experiences of two boys with an old schooner. "Letty and the Twins," by Helen Sherman Griffith, is the second of the *Letty* books. Mrs. Griffith's heroine, Letty, is a little circus girl in the first story, and the present volume tells how she is taken out of this life and adopted by a woman of wealth.

Travellers: C. C. Shoemaker (New York

FREDERICK W. HALLAM

Representing James Pott & Co.

FREDERICK W. HALLAM is another veteran traveller, nearing now his quarter century in the publishing business. He took his first trip for James Pott & Co., with which house he is still connected, in 1887, covering the smaller points in the central and eastern States. In the years since he has built up a solid esteem and an enviable acquaintance with nearly every buyer in the country. In the Bible line, in which he has specialized from the beginning, he is regarded as one of the best posted men in the country. When the business of James Pott & Co. was incorporated, in 1905, Mr. Hallam was elected secretary of the company. In addition to the duties of this position he still covers the larger cities in the East.

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and Boston); F. W. Shoemaker (other large cities and Pacific Coast); A. Rappaport (South and Middle West); E. W. Mumford (East).

ISAAC PITMAN & SONS, 41 Union Square, New York, have recently issued the following works: "Pitman's Progressive Dictator," "Style Book of Business English" (third edition), "Pitman's Commercial Dictionary," "Elements of Banking," "Elements of Insurance," "Practical Course in Touch Typewriting" (seventh edition), "Graduated Dictation Book No. 4," "Pitman's Shorthand Writing Exercises and Examination Tests" (fifth edition), "Key to Shorthand Writing Exercises and Examination Tests," "Mugby Junction in Shorthand," "Pitman's International Mercantile Letters," in four volumes, English-French, English-German, English-Italian and English-Portuguese; "Commercial Correspondence in Spanish" (second edition), "Grocery," "Drapery," "Where to Look" (third edition). Other works to be issued shortly are: "Bookeeping Simplified" and "Isaac Pitman's Shorthand Abridged Dictionary."

Travellers: Isaac Pitman & Sons are represented generally by P. C. Leadbeater; in the Middle West by A. C. McClurg & Company, of Chicago, and on the Pacific Coast by Cunningham, Curtis & Welch, San Francisco and Los Angeles.

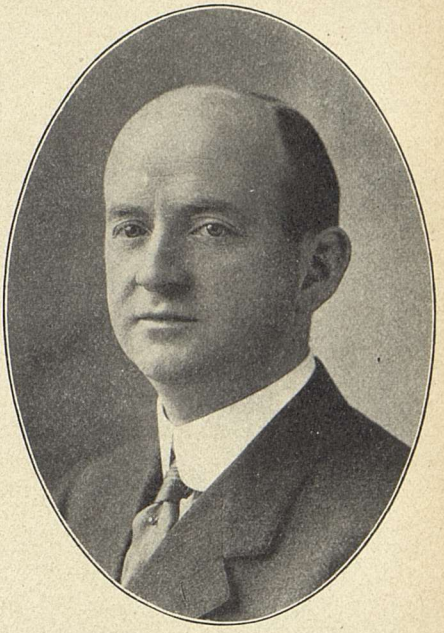
JAMES POTT & CO. announce many new sizes and styles in the *Bagster* and *Cambridge editions* of Bible, Testaments, Prayer Books and Hymnals. A most important feature of their line this year is the new patent tubular open-flat flexible binding, which they are now supplying on all Bibles, Testaments, etc., thus enabling them to guarantee the trade against books breaking in the back, etc. They also will issue later in the season their usual number of new and interesting books of travel, biography, etc.

Travellers: Frederick W. Hallam and Charles R. Duryea (Pacific Coast and South); A. B. Tillinghast, H. C. Fairbairn, J. R. Hatfield, C. B. Steele.

THE REILLY & BRITTON COMPANY'S list for 1910 is made conspicuous and of more than ordinary interest to the trade not only by the announcement of the last of the "Oz" books, by L. Frank Baum, and a large addition to their up-to-the-minute boys' fiction in the new *Aeroplane Boys Series,* which, with *The Airship Boys Series,* the big success of last year, take front rank in the line of absorbingly interesting and technically correct stories about the wonderful new science of aviation, but also by the announcement of more than ninety new items in the way of titles and bindings added to their already popular lines. "Vehicles of the Air," by Victor Loughead, published in December, has likewise a front position and in scientific circles is authority on matters aeronautic. Among the other important additions to their list are several timely record books suitable for school graduates, either boy or girl, young man or woman. "The Girl Graduate," which has a sale of nearly 50,000 copies to its credit, is brought out in two new styles—the *Varsity edition,* printed in gold and tints, the art work by John R. Neill, and the *Commencement edition,* bound in levant, hand-made and hand-tooled. This makes four styles of this popular book. The new titles are "My Alma Mater: a College Man's Record," a memory book for the young man in college; "School-Girl Days," designed by Clara Powers Wilson, appropriate for girls of all ages from the grammar grades, through high school, private school or normal; "My Fraternity," a very clever memory book for boys who belong to Greek letter societies; and "My Sorority," a record book for girls belonging to Greek letter societies. "The Debutante" will be of interest to young ladies making their formal entrance into society, as it is a record book with departments of everything interesting to the "coming out." "Letters" is a dainty and attractive memo-

randum affair in which to keep account of letters received and answered. All of these memory books are of high class manufacture and represent the needs of the trade in this direction. To the *Neill Gift Book Series* has been added Poe's "Raven and Other Poems," bound uniform with "Evangeline," "Hiawatha" and "Snowbound." *The Elzevir Library* is a series of charming small books arranged by Norman J. Davidson and George Sampson. There are nine titles based upon the works of Lamb, Dickens, Disraeli, Ruskin, Thackeray, Dr. Johnson and Carlyle. The *Little Book Series* is edited and compiled by Wallace and Frances Rice. Here are twelve small volumes representative of the human emotions, full of optimism and heart interest. All new from cover to cover, beautifully decorated and tastefully boxed. The very popular *Aunt Jane's Series* for girls is enriched by "Aunt Jane's Nieces in Society;" and the *Boy Fortune Hunter Series* has the new title "The Boy Fortune Hunter in Yucatan." The *Airship Boys Series* (trademark registered), by H. L. Sayler, has been such a pronounced success during the past season that two new titles have been added—"The Airship Boys Due North, or, by Balloon to the Pole," and "The Airship Boys in Barren Lands, or, the Secret of the White Eskimos." The *Aeroplane Boys Series* (trademark registered) consists of four titles of extraordinary merit: "In the Clouds for Uncle Sam, or Morey Marshall of the Signal Corps;" "The Stolen Aeroplane, or, How Bud Wilson Made Good;" "The Boy Aviator's Grit, or, the Aeroplane Express;" "The Boy Aviators' Club, or, Flying for Fun." These books were written by Ashton Lamar. They are splendidly manufactured and are listed at 60 cents. This firm will bring out this year the last of the "Oz" books under the title of "The Emerald City of Oz," which they promise shall be the most striking and beautiful child's book they have ever published. The author, L. Frank Baum, intends to start a new series beginning with 1911. Mr. Baum's decision to discontinue writing "Oz" stories will be regretted by thousands of little folks. "Hilda of the Hippodrome," by Dorothy C. Paine, is a charming piece of fiction, and will be made up in the same style and size of last year's success, "Miss Minerva and William Green Hill." The book will be beautifully illustrated by Penrhyn Stanlaws, and, like "Miss Minerva," will appeal to both old and young. Other important books are: "The Rainy Day Scrap Book," arranged by R. L. Schuman; L. Frank Baum's "Young Folks' Speaker," illustrated by John R. Neill; *The Double Book Series*, novelty juveniles, which by reversing the book may be read both ways toward the centre of the book. Beautifully illustrated in colors are "The Baby Book," by Clara Powers Wilson, most beautifully designed and thoroughly up-to-date; "Brass Tacks," by Colonel W. C. Hunter, author of "Dollars and Sense," to be published about June 1; "The Bachelor's Handbook," by W. M. Rhoads, whose successful novelties, such as "Roasts" and "The Washee Washee Laundry List," etc., have been most popular; "The Modern Art of Conjuring," a book for parlor entertaining, with nearly 200 illustrations in half-tone; and "The Small-Family Cook Book," by Laura Davenport, the author of "The Bride's Cook Book," is very practicable for young housekeepers; "Tourist Tales of California" is a very readable book full of laughs and attractively made.

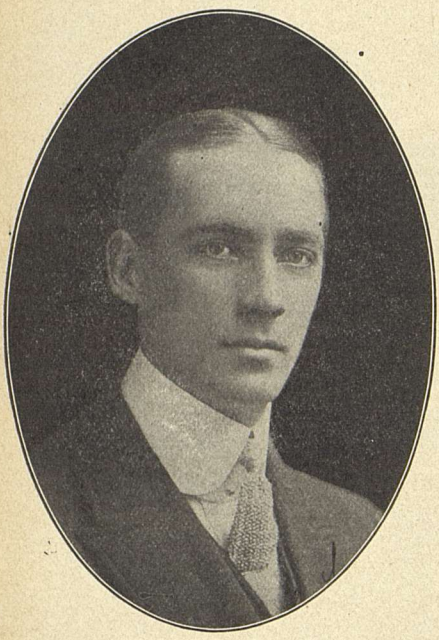
Travellers: S. C. Britton S. H. Darst, W. F. Lee and L. M. Levy constitute the selling force for the Reilly & Britton Co. This firm handles the Hurst & Company line on the Pacific Coast and in the Middle West territory. They are exclusive agents for the G. & C. Merriam Company in the sale of the



H. ROCHESTER DRAKE

Representing F. H. Revell Co.

H. R. DRAKE is one of the few ex-newspaper men in the booktrade, though his newspaper experience was so long ago now that probably he thinks it doesn't count. Mr. Drake is a college man too, Ohio Wesleyan, explained by the fact that he was born in Ohio—Delaware, Ohio, 1874. His first travelling experience was in Iowa for a firm of school chart publishers; but, as he says rather dolefully, he "hit only the low spots." Then came a few months with Burrows Bros., 1894, and newspaper work on the Cincinnati *Tribune* and Chicago *Record-Herald*. But, luckily for the booktrade, he "listened to the voice" of a vacancy with the Presbyterian Board of Publication, Chicago—then managed by H. S. Elliott—and later, in 1897, joined the Revell force in Chicago, making the smaller towns in the northern middle west. At present he makes for the Revell Co. all the larger cities in the east, Chicago and the west, southwest and coast; and, as he says, "that's going some."



ARNOLD E. FOSTER

Representing American Publishers in Australia.

FEW Americans—it might almost be said few American publishers—appreciate the rapid growth of our book and periodical business in Australia. As a matter of fact the Antipodes are becoming Yankeeized to a remarkable degree: they read American books; they buy American magazines; they see American plays played by American actors—much more than they do English. One of the most energetic factors contributing to the growth of our booktrade in Australia is Arnold Foster, representing the Melbourne agency of Arnold Foster & Woodd. Mr. Foster may be an Englishman in accent and appearance, but he is as much of a hustler as any American, making one trip around the world each year—for he represents a large number of English publishing houses in Australia as well as American. Among the American firms whose agency he has are A. L. Burt Co., Dodge Publishing Co., B. W. Dodge & Co., H. M. Caldwell Co., Lothrop, Lee & Shepard, Reilly & Britton, McGraw-Hill Pub. Co., D. Van Nostrand Co., J. S. Ogilvie Co. and the Norman W. Henley Co. Mr. Foster is a slender, rather quiet-voiced young man, but he succeeds in making friends and doing business in no uncertain way.

"Unabridged Dictionary" in its several bindings, and also for the Book Supply Company in the sale of the Harold Bell Wright novels.

FLEMING H. REVELL COMPANY have probably as the most important work on their list this spring "Twice-Born Men" a footnote in narrative to William James's ("The Varieties of Religious Experience"), by Harold Begbie. No religious work for a long time has had the hearty endorsement of more of the important men of the day—Professor James, of Harvard; Professor Coe and Professor Black, of Union Theological Seminary; President Hyde, of Bowdoin; J. Wilbur Chapman, evangelist; Dr. C. H. Parkhurst, Norman Duncan, the novelist, and Professor Jackson, of Victoria College, are among its enthusiastic admirers. A decided novelty this spring is the publication of three new Easter booklets in handsome Easter dress in Revell's *Idyll Envelope Series.* New works of fiction are announced by Norman Duncan, Robert E. Knowles, Dr. Wilfred Grenfell, J. J. Bell and Clara E. Laughlin. Among the Revell gift books will be found new works from the pen of Hugh Black, William George Jordan, Charles F. Aked, Robert E. Speer, G. Campbell Morgan and S. D. Gordon.

Travellers: Rochester Drake, William H. Mook, Jr., and Fleming H. Revell, Jr.

THE SAALFIELD PUBLISHING COMPANY announce many new books for 1910 which promise much entertainment to the juvenile world, the class they have sought to please with such success for a number of years. Of course the *Muslin Books* are perennial, and two new series, four titles in each, are this season added to their already large, complete and attractive line. Then in *Cut-outs* the Saalfields offer a real novelty, called the *Humpty Dumpty Series.* The fetching feature about the four books in the series is that each page is cut out with a centre die, and the pictures on all the left-hand pages are completed by a drawing on the inside of the front cover; all the pictures on the right-hand pages being completed in the same manner by a drawing on the inside of the back cover. Such humorous effects as have been secured by a very clever artist will be sure to make these books most popular with the fun-loving child. The *Bo-Peep Series* is likewise in cut-out form, each page being handsomely lithographed in colors, and the old, old nursery rhymes form the text. Two other books, "Roosevelt in the Jungle" and "A Day at the Menagerie" will excite the desires of any wide-awake child when it is discovered that the illustrations are movable, tabs at the bottom of the page being responsible for the wonderful feats Teddy R. and the animals may be made to perform. "A Trip to the North Pole" and "The Hippodrome" are likewise mechanical books, though the illustrations are on a different plan. Parts of each can be extended, and as they are in colors the panorama thus made is surely a delight. But to go back to *Cut-outs,* here is offered what is aptly called "Jolly Faces," and a right merry crowd old Santa, Little Red Riding-Hood and a circus clown make. Each page of the three books is cut out to add one feature to the cut-out face, and, beside this, it carries an illustration in colors. A life-size picture of a rooster on the cover gives the title to an animal book, "Cockle Doodle Doo," which is remarkable for the size and beauty of the illustrations, one showing sheep, another—a double page—showing an elephant, another a donkey,

etc. Each page is lithographed in colors. "Mushroom Fairies" comes from the versatile pen of Adah Louise Sutton, and the fantastic verse she has written about the fairies who live under the mushrooms is fittingly illustrated by as handsome colored drawings as one often sees. In color books the Saalfield Company also offer "The Discontented Stuffed Cat and Other Moral Tales," both verse and drawings being the work of Clara Bell Thurston. If one isn't charmed by the jingles, he is sure to be captivated by the colored drawings, but a glimpse inside is all that is necessary to commend the book to any buyer. "My Real Doll House" is an activity book. Each page when cut out and properly folded makes one room of the doll house. Beside the occupants for the house are supplied, all ready to be cut out, who will then play their part as paper dolls. No year would be complete without a "Saalfield Annual," or so many children now think. This season's volume is full to overflowing with good things—stories, poems and pictures in colors and in black and white. Of course, there's to be a new *Billy Whiskers* book by Frances Trego Montgomery. "Billy Whiskers Kidnapped" is the title. In this connection the trade will remember that the Saalfield Publishing Company now owns the entire *Billy Whiskers* line, written by Mrs. Montgomery, a few of which Brewer, Barse formerly issued. James A. Braden is to the fore for 1910 with his "Auto Boys' Quest," the third volume of the popular *Auto Boys Series.* And for girls there is "Hilda's Mascot," a story of "Maryland, My Maryland," written by Mary E. Ireland. No comment is needed to commend it and to assure the host of her admirers that it is very readable tale.

Travellers: Albert G. Saalfield (Pacific Coast); B. Spero (Canada and South); Edward J. Flynn (Northern Middle West); Paul E. Bowles (Northwest); A. Van Keuren (West and East); T. C. Johnson (Southwest).

Charles Scribner's Sons start their travellers with some very attractive fiction. "The Taming of the Red Butte Western," by Francis Lynde, is a rushing railroad story; "The Silent Call," by Edwin Milton Royle, of which the hero of the story is a half-breed, supposed to be the son of the "Squaw Man," this author's hero of his popular play; "The Fir and the Palm," by Olive Briggs, tells of a Northern physician and a brilliant Southern girl; "Predestined," by Stephen French Whitman, is a novel of New York life; "The Glory of His Country," by Frederick Landis, is a moving story of the war between the States; and "Philippa at Halcyon" is a fine college girl story of the West. In books of more serious nature there are "The Indian and His Problem," by Francis E. Leupp, late U. S. Commissioner of Indian Affairs; "The Promenades of an Impressionist," essays by James Huneker, always original and always full of information; and a new "Mr. Dooley" book not yet christened. "Little Aliens," by Myra Kelly, tells of East Side children of New York, and shows mastery of the Anglo-Jewish idiom; and "Danbury Rodd, Aviator," by Frederick Palmer, is full of exciting adventures in flying machines.

Travellers: J. L. Crowder (Coast and large cities); Melville Minton (South and New England); A. S. Knapp (Middle West); F. H. Marling and H. C. Bauer (New York City); R. C. Stolle (Boston and Philadelphia).

Small, Maynard & Co. will particularly emphasize their fiction this spring. Among the books outbidding each other for popularity are "Happy Hawkins," by Robert Alexander Wason, published last fall and still selling steadily; "The Seventh Noon," by Frederick Orin Bartlett, the success of which since its publication a few weeks ago has been remarkable; "The Scar," by Warrington Dawson, to be published at the end of February, a very important novel of the New South which has been greatly praised by Mr. Roosevelt in an *Outlook* editorial; and "The Achievements of Luther Trant," by Edwin Balmer and William MacHarg, a brand new type of detective in that Luther Trant comes to the science and practice of detection through his knowledge of psychology and his belief that the methods of a psychological experimenter will result in definite incontrovertible information regarding the guilt of criminals, an absorbing book for its mystery and detective features alone, but doubly absorbing because of this extraordinary new development. Probably in June they will publish a new book by Stephen Chalmers, author of "The Vanishing Smuggler." The title for this book is not yet chosen. It will be illustrated by Howard Chandler Christy, and it is a highly exciting romance of Scotland just after the time of the Spanish Armada. It is not an historical novel in the old sense of the word so much as a rattling good story very well handled and placed for the added romance of its setting in a period somewhat remote from the present.

Travellers: L. N. Tenney (the large cities and the Pacific Coast); George W. Pree (New England).

Frederick A. Stokes Company issues this spring an unusually popular line of fiction. "Cab No. 44" is an ingenious detective story by the great expert, R. F. Foster, author of "Auction Bridge" and "Foster's Complete Hoyle." "The Living Mummy," by Ambrose Pratt, presents a vivid tale of mystery laid in modern Egypt and London. Harold Bindloss, the author of popular stories of the Northwest, is represented by "Thurston of Orchard Valley," to be sold at $1.30 net. A good specimen of historical romance is "The Disciple of Chance," by Sara Dean, the author of "Travers." Mary Mears, the author of "The Breath of the Runners," has written a fantastic short novel, entitled "Rosamond the Second." This company has issued an especially attractive edition of ex-President Eliot's much-talked-of "The Religion of the Future" at the extremely low price of 50 cents net. To its very long line of books on health and nutrition the Stokes Company adds "The Fresh Air Book," by J. P. Müller, the cele-

brated Dane. An important new line is the *Twentieth Century Science Series*, the first five volumes of which are now issued. It consists of authoritative and handy books on scientific subjects, such as telepathy, evolution, etc.

Travellers: Fred H. Newcombe (large cities east of the Mississippi); Frank H.. Coombs (Pacific Coast, Middle West and New York State); H. F. Savage, Southern States, Middle West and small towns in New England); George W. Kelly (smaller cities of Middle West).

STURGIS & WALTON COMPANY'S spring fiction will include "Ragna," a dramatic story of life by Madame Constantini; "The Fulfilment," by Alice P. Raphael, the story of an unhappy marriage, shifting from St. Petersburg to Parisian studios; and "The Green Cloth," a detective story by Yorke Davis. For young people the provision is "Jaqueline of the Carrier Pigeons," a story of the Siege of Leyden, by Augusta H. Seaman; "Out-of-Door Diary for Boys and Girls," a nature note book illustrated and arranged by Marion Miller; and "Children's Gardens for Pleasure," "Health and Education," by Henry G. Parsons. History will be richly represented in "The History of the Confederate War: Its Causes and Its Conduct," by George Cary Eggleston, dramatically written in two volumes; "During the Reign of Terror: the Journal of Grace Dalrymple Elliott; "Secret Memoirs of the Regency: the Minority of Louis XV.," by Charles Pinot Duclos; and "Roman Cities of Northern Italy and Dalmatia," by A. L. Frothingham. "Reptiles of the World" is the new volume by Raymond L. Ditmars, curator of reptiles of the New York Zoological Park; "The Lost Art of Conversation: Selected Essay," is edited by Horatio S. Krans; and "Stories of Authors," by Edwin Watts Chubb, is for the man who would know who writes the books he reads. A timely book is Henry W. Elson's "Comets," a general work on comets with special reference to Halley's comet, which is on a return visit this year. New additions to the *Young Farmers' Practical Library*, practical little books dealing with the social and domestic side of country life, are "Home Waterworks," by Carleton J. Lynde, professor of physics, Macdonald College, Canada; and "From Kitchen to Garret," by Virginia Terhune Van de Water.

FREDERICK WARNE & Co. are issuing an attractive little book by T. Sharper Knowlson, entitled "Business: Hints for Master and Man;" also by the same author, "The Century Student's Manual," which appeals to all interested in the education of the young man who intends to make his mark in the world. Also they will have ready at once new editions of the famous children's books illustrated by Kate Greenaway, commencing with "Under the Window," and followed at short intervals with "Marigold Garden," "The Pied Piper of Hamelin," "Mother Goose, or, the Old Nursery Rhymes," beloved of children of the latter part of the nineteenth century. Leslie Brooke has also designed an amusing set of illustrations, colored and plain, for some old nursery favorites, which will be published under the title of "The House in the Wood, and Other Old Fairy Stories," with drawings, colored and in black and white, by Leslie Brooke. An entirely new and enlarged edition of "Wayside and Woodland Trees," by Edward Step, with many new and beautiful illustrations of well-known trees, landscape and ornamental, with delightful descriptions, historical and botanical. New bindings in their long list of birthday books, poetical and Scriptural, and a selection of the famous Rivière bindings.

Travellers: P. C. Leadbetter (East, Northwest and Middle West); Laurens Maynard (Pacific Coast and Southern cities; New Orleans, Texas, etc.).

W. J. WATT & COMPANY are anticipating a very large demand for the books that they will publish this spring. They have several important new novels coming along by writers whose previous books have been extremely successful. These books will be illustrated by such artists as Harrison Fisher, Howard Chandler Christy and Will Grefé. At the present time they are unable to fill the demand for "Tess of the Storm Country," "A Woman's Way" and "The Lantern of Luck;" and "Cupid's Understudy" continues to be a big seller.

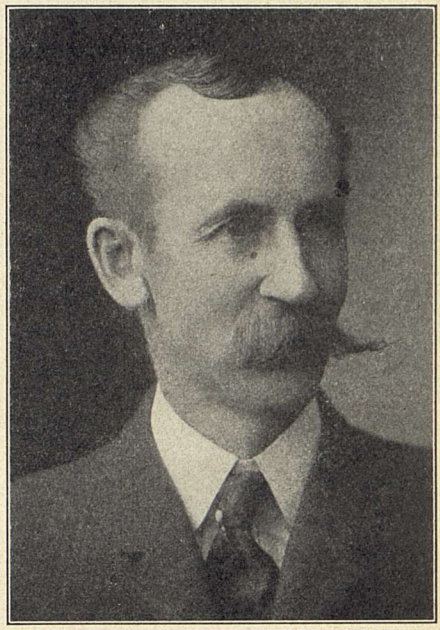
Travellers: W. J. Watt & Company are represented in the larger cities of the East and South by Mr. Watt personally, and on the Pacific Coast by The H. K. Fly Company.

THE JOHN C. WINSTON COMPANY, Philadelphia, are bringing out some attractive spring books. "Uncle Wash: His Stories," are by John Trotwood Moore, author of "The Bishop of Cottontown." They are laid in the South and are full of humor and pathos. The same author has ready a pretty edition of his popular poem, "The Old Cotton Gin," gotten up in decorated style and boxed, to be used as a valentine, Easter or Commencement gift. Henry E. Jackson's "Great Pictures as Moral Teachers" is a selection of twenty of the world's greatest pictures and sculptures, each shown in a fine engraving and its meaning explained, also bound in ornamental style for gift purposes. "In the Light of To-day," by Elbert Russell, takes an interesting modern viewpoint of the historical character and spiritual significance of Jesus of Nazareth. Many more important books are in preparation. The International Bibles are also ready in upwards of 500 styles.

Travellers: Girard Buckman will visit the same trade as in former years. E. M. Leavens, A. L. Bonney, F. H. Whiteside, E. E. Jones, E. A. Merriam, and H. A. Noble will also be on the road. W. D. Hicks has been added to the travelling force. B. F. Hitchens continues in charge of the Western Branch of the company located at Chicago.

SOME OF THE BUYERS THAT THE TRAVELLERS MEET.

W. H. STEVENS is a bookman of the old school, a careful buyer and capable merchandizer, but at the same time a man who knows books and loves books, and as such is one of the best known buyers in New England. He began the book business with Hoyt & Fogg in Portland, Me., over forty years ago. He remained with the same firm as Holt, Fogg & Donham and later was the senior partner of the Stevens & Jones Co. Still later Mr. Stevens went into business for himself under the style W. H. Stevens & Co., and built a remarkably successful business. In 1897 he sold out to Loring, Short & Harmon, retaining the managership of the book department in the merged concern. This he has administered for a dozen years past in a way that has made him many warm personal and business friends, and has made Loring, Short & Harmon *the* Maine bookstore.



WM. H. STEVENS.
Buyer for Loring, Short & Harmon.

ALTHOUGH John Aldredge, the president of the Lester Book & Stationery Co. has just completed his thirtieth year in the book and stationery business, he is still a comparatively young man. His success is indicated, however, by the rapid growth and popularity of his company, and he is himself known to all travelling men of the southern section as "The Man with a Duster." He was born in Atlanta, Ga., and began his career in the stationery business with Campbell, Davenport & Cook over twenty years ago. Mr. Aldredge's chief characteristic is geniality. Anyone acquainted with his smiling face and kindly generosity, cannot help being attracted. As a buyer, his good judgment is shown better by the excellence of his stock and rapid growth of his business, which is favorably known in all sections of the South.

"BACK in the '90's," as she says herself, Miss Belle Morris had her first department store experience as assistant notion buyer, which included stationery, for S. Kann, Sons & Co., in Washington, D. C. When the buyer departed for a better job Miss Morris, finding, as a good many other people have, that a certain amount of nerve is a mighty good business asset, applied for the position of buyer of a combined book and stationery department which she proposed; not, as she herself confesses, because she knew anything about books, but because she wanted "to see New York and hadn't the price." But Sigamund Kann listened with patience and approved. Mr. Ayres, of the American News Co., who sold her her first bill of goods, was, as she expresses it, kindness itself in making suggestions, and the upshot was that the new department was a brilliant success. After three years Miss Morris left Washington to become buyer for Lit Bros., Philadelphia, where she was largely instrumental in breaking a cut-price war and underselling methods which were rapidly demoralizing the local booktrade. A failure in health forced upon Miss Morris a period of vacation at about this time. Resuming active work, she took the position she still holds, after three years' service, of buyer for the Edward Malley Co., of New Haven,

JOHN ALDREDGE
Pres. Lester Book & Stationery Co.

MISS BELLE C. MORRIS
Buyer for The Edw. Malley Co.

which, by the way, is a record for the book department of that firm. All buyers and travellers know that Miss Morris is one of the cheeriest and livest of live wires in a trade that is full of them.

MISS KATHERINE RITCHIE
Buyer for Rothschild & Co., Chicago.

Miss Katherine Ritchie has, on the other hand, been with the same store since her apprenticeship into bookselling, Rothschilds in Chicago, and she had good mentors. After two years in a subordinate position in the department she was made assistant buyer under Mrs. Williams, retaining this position under two other buyers, A. S. Swanson, of Macmillan's, and Mr. Hansen. For the last three years she has been in sole charge. Miss Ritchie is known to travelling men as one of the most business-like and at the same time pleasantest buyers met with between New York and the coast.

This year marks what is practically Sol Abbott's sixteenth in business, all which has been in department store work, most of it in the book and stationery departments. His first position after leaving the grammar schools of Washington, D. C., was that of bundle wrapper for the book and stationery department—also ribbons and dress trimmings—of the Palace Royal, Washington, D. C. "After one year of this," as he says, "at $2 per, I was promoted at $2.50 to stock boy in the book and stationery department." Eight years later, eight energetic and successful years, having been promoted through the various grades of stock boy, stock clerk, clerk, and assistant buyer, he accepted the position of book and stationery buyer for Miller & Rhoades, of Richmond, Va. Three very successful years with them were followed by an offer to accept the position of buyer of books of the Adams Dry Goods Co., of New York City. From there he went to J. Kahn Sons & Co., Washington, D. C., as buyer of the book and stationery department, where he also completed three years of successful work; leaving them to come to his present position of buyer of books and stationery for the R. H. White Co. His entire career has been solely in the department store game; and his varied experience has given him some right to judge when he states that in his opinion it is a very active and pleasing one.

George A. Moore is another of the men who have grown up in the bookselling business. Bostonian by birth, in 1885, then but fifteen years old, he entered the employ of the firm he is still with. At that time the firm style was Cupples, Upham & Co. Later it become Damrell & Upham. In 1899 Mr. Moore was admitted into partnership, and in 1902 he purchased the interest of Henry M. Upham and incorporated the business under the trade name it had previously borne, "The Old Corner Book Store." Mr. Moore is immensely popular, and especially with his own customers, of whom he has perhaps as large a circle as any man in Boston.

T. D. Porcher, of Stix, Baer & Fuller, may not have been the only book department buyer who advocated Bryan, in the latter's first campaign; he is probably the only one, however, who lost his position thereby. Mr. Porcher was head of the book department in Crawford's, St. Louis, at the time; and

he himself tells the story of himself and some twenty others being politely invited to leave when they announced their political leanings. Mr. Porcher was born on a farm in Abbeville Co., S. C., and educated in Charleston. In 1893 he went to work for the Western Book & Stationery Co., of Chicago. In the fall of this same year he was sent by the Western Book & Stationery Co. to take charge of their book department in St. Louis. This was located in Crawford's, the corner of Broadway and Morgan Street. This department was afterwards sold to Crawford's, but he remained there until 1896. Immediately after leaving Crawford's he opened a small book and stationery store at 519 Olive Street. This was discontinued in the spring of 1897, at which time he made arrangements to open the book department at The Grand Leader (Stix, Baer & Fuller), where he has been in charge ever since.

HENRY F. KIESER, the buyer of the book and stationery departments of the Bennett Company, of Omaha, is building up one of the most substantial book departments in the West. Taking service with this firm less than two years ago, he has succeeded in making his department one of the largest, if not the largest, book centre in the State of Nebraska, every branch of literature being well represented in his stock. Mr. Kieser is well known in the trade as a merchandizer of books. His methods of advertising and plans for the marketing of new books have attracted the attention of many of the leading publishers. He is especially rated as one of the large buyers of religious literature, and has built up a large trade in this particular field. Few other buyers have such a wide acquaintance in their home towns as has Mr. Kieser in Omaha, where he has resided all his life. Prominent in the work of the Presbyterian Church, superintendent of one of the largest Sunday-schools in the city, a leading member of the Y. M. C. A., well known as a speaker and as a student and lover of books, he is called upon to deliver an address nearly every week, and these outside activities with his regular business keep Mr. Kieser more than occupied.

WHILE Charles A. Burkhardt's particular hobby is his stationery business, his constant, judicious and self-sacrificing efforts on behalf of innumerable fellow-booksellers and for the upbuilding of the booktrade in general have made him one of its most prominent and respected members. Born in 1857 in Trenton, he remains still a loyal Jerseyite, as may be judged by the fact that he was once secretary of the Citizens' Improvement Association of Jersey City. You might think that a man who was an organizer and for many years trustee of the Booksellers' and Stationers' Provident Association, who practically founded the Booksellers' League in 1894, and has since, as secretary, treasurer and president, worked hardest for its success, who has been long prominent in work of the American Booksellers' Association, several years on its Executive Committee—you would

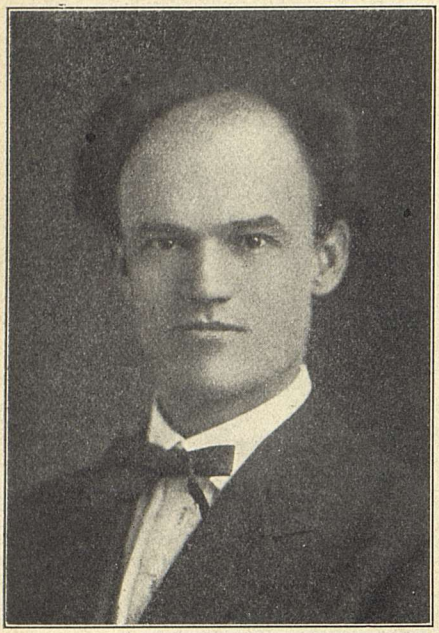
SOL ABBOTT

Buyer for The R. H. White Co.

think that such a bookman would have about all he cared to attend to. If so, you don't know Mr. Burkhardt, for he has found time to institute a trade Employment Bureau, to be active in the organization of the booksellers

GEORGE A. MOORE

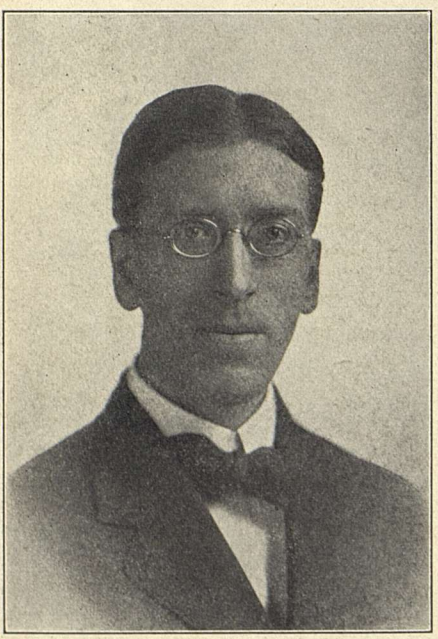
Buyer for Old Corner Bookstore, Boston.



THOS. D. PORCHER

Buyer for Stix, Baer & Fuller.

of New York, and to be helpful in a thousand little ways to other members of the trade. He started his stationery experience when but twelve years old as a stamper with G. P. Putnam's Sons. In fifteen years he rose steadily to the position of head of their stationery department. When E. P. Dutton & Co. moved to their present 23d Street store in 1885 Mr. Burkhardt was selected for the position he has since filled, the head of their book and stationery department. No man in the trade knows better the needs of his constituents.



HENRY F. KIESER

Buyer for The Bennett Co., Omaha.

FRANK L. CHAMBERLIN, manager of the book and stationery stores of The Shepard Company, Providence, R. I., started in the book business in 1888 with the Arthur Hay book and variety store at Oneida, N. Y., remaining with that concern until 1898, when he went to Rochester, N. Y., to accept a position as assistant to R. G. Powers with the Sibley, Lindsay & Curr Company, two years later being made buyer of the stationery store. In 1902, when The William Hengerer Company, of Buffalo, were seeking a manager for their book and stationery departments, Mr. Chamberlin was chosen to fill that place, which he did successfully for three years, when he resigned to accept a similar position with The Shepard Company. Mr. Chamberlin, though somewhat reserved in manner, is easily approached, and always has a way of making friends not only with his clientele but with the travelling fraternity.

A. S. MATHIS, the well-known and popular buyer for Smith & Lamar, the Dallas Branch of the Publishing House of the Methodist Episcopal Church, South, is a native "long horn," having been born and reared in Dallas, Texas. He began his career in the book business at the tender age of fifteen in the Metropolitan Book and News Stand, which was then owned by E. H. Andrea. This was the first bookstore ever opened in Dallas. After being with this firm six years, and having acquired a working knowledge of the book business and catalogue work, he accepted a position with the Dallas Branch of the American Baptist Publication Society, then managed by B. J. Roberts, and which had then been in Dallas but a short time. He was with this firm two and one-half years, at which time (1899) the Dallas Branch of the Methodist Publishing House was opened here, and he accepted the position which he now occupies, of buyer for the firm. He is not only a shrewd buyer, but also a splendid advertiser, and through his untiring efforts and fine personality he has done more than his share toward building up the business of the concern to its present standing. All who know Mr. Mathis have only words of praise for him. Himself a conscientious Christian man, superintendent of the Grace M. E. Church, South, Sunday-school, he is a valuable aid in carrying on the work of the publishing house.

THAT Will D. Wilson was born an Englishman doesn't prevent him from being now a first-class American bookman, and one of the most enthusiastic boosters of the coast as the finest part of the world to live in. When he first came to California 24 years ago, armed with an education obtained at

Winchester School and South Hants College, he obtained a position with John N. Philan, of San Francisco, going from him to Coleman & Gruninger, then at 10 Post Street, San Francisco. Soon after, however, he left San Francisco for Seattle to open a book department for Lowman & Hanford. And here, despite several flattering offers made by eastern houses, he has remained ever since. Mr. Wilson has an enviable family, and, as he says, his "three husky boys are pretty well known to the bookmen who visit the coast." Lowman & Hanford, in the nineteen years he has been with them, have grown from very small beginnings to a commanding position in the western booktrade; and to their success Mr. Wilson has largely contributed.

DEPARTMENT STORES

With the name of the buyer of books and allied lines in each.

ALABAMA.

Birmingham.—Loveman, Joseph, & Loeb. (H. Baruch.)
Mobile.—L. Hamel D. G. Co. (J. A. Price.)
Montgomery.—The Fair. (Miss Lillian Lipscomb.)

CALIFORNIA.

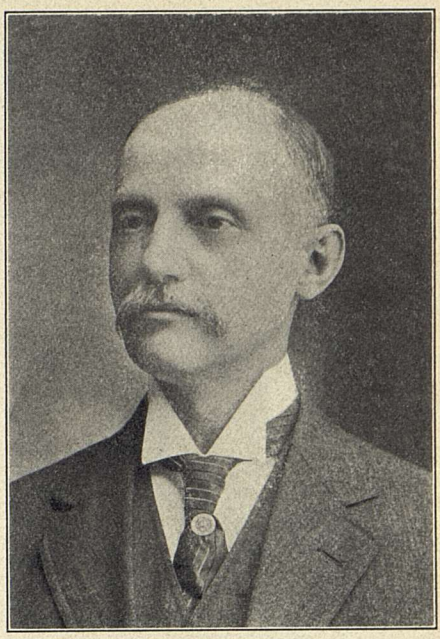
Fresno.—E. Gottschalk & Co., Inc.
Los Angeles.—Broadway Dept. Stores. (C. R. Vient.)
— Beeman & Hendee, Inc.—"The Baby Store." (Miss N. A. Hendee.)
— Central Dept. Store. (W. S. Atkins.)
— A. Hamburger & Sons. (Western B. & S. Co., Chicago.)
— A. Zollerbach & Sons.
Pomona.—Pomona Dept. Store.
Sacramento.—Weinstock, Lubin & Co. (S. W. McKim.)
San Francisco.—Prager Co. (L. Cohen.)
— The Emporium. (Floyd H. Nourse.)
— Raphael Weil & Co. (E. Sommer.)
San Jose.—O. A. Hale & Co. (N. A. Berkuist.)

COLORADO.

Denver.—Daniels & Fisher Stores Co. (Kate Logue.)
— Denver D. G. Co. (H. Shields.)
— Golden Eagle D. G. Co.
—Joslin D. G. Co. (Wm. Bruce.)
— A. T. Lewis & Co.
Pueblo.—The Crews-Beggs D. G. Co. (Chas. T. Van Arsdale.)

CONNECTICUT.

Bridgeport.—Smith, Murray & Co. (F. E. Blake.)
— Howland D. G. Co. (S. C. Parker.)
Hartford.—Brown, Thomson & Co. (F. H. Le Pard.)
— G. Fox & Co. (Miss Burroughs.)
— Wise, Smith & Co. (S. Youngman.)
New Haven.—The Edward Malley Co. (Miss Belle C. Morris.)



CHAS. A. BURKHARDT
Buyer for E. P. Dutton & Co.

DISTRICT OF COLUMBIA.

Washington.—S. Kann, Sons & Co. (S. L. Nye.)
— Palais Royal. (A. Sid. Heller.)
— Woodward & Lothrop. (F. E. Woodward.)

FRANK L. CHAMBERLIN
Buyer for The Shepard Co.

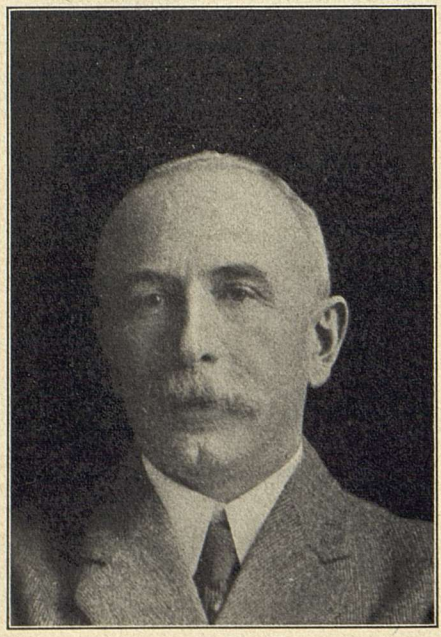
ARTHUR S. MATHIS
Buyer for Smith & Lamar, Dallas.

GEORGIA.

Savannah.—Leopold Adler. (Ed. Mayer.)

ILLINOIS.

Chicago.—Allbaugh-Dover Co. (M. R. Myers.)



WILL D. WILSON
Buyer for The Lohman & Hanford Co.

Chicago.—Continued.
— Boston Store. (H. B. Runyan.)
— Butler Bros., Wholesalers. (C. C. Olson.)
— Carson, Pirie, Scott & Co. (T. E. Nolan.)
— Marshall Field & Co. (Messrs. Harwood & Grund.)
— Hillman's. (G. L. Israel.)
— Kestermair Bros., South Chicago Dept. Store.
— Sol. Klein. (A. Novotny.)
— Rothschild & Co. (Miss K. Ritchie.)
— Sears, Roebuck & Co. (P. A. Murkland.)
— Siegel, Cooper & Co.
— "The Fair." (Western B. & S. Co.)
— Montgomery Ward & Co. (Duke Hill.)
— W. A. Wieboldt & Co. (Mr. Andersen.)
Decatur.—Linn & Scruggs D. G. Co. (C. A. Gille.)
Galesburg.—O. T. Johnson Co. (Chas. S. Cole.)
Peoria.—Schipper & Block.
— P. A. Bergner & Co. (W. Schwentser.)
Rockford.—D. J. Stewart D. G. Co. (Leonard Lundean.)
Streator.—D. Heenan Mercantile Co. (James A. Finlen.)

INDIANA.

Bloomington.—The Wicks Co. (Otto Rott.)
Elkhart.—H. B. Sykes Co. (E. N. Ryker.)
Ft. Wayne.—Wolf & Dessauer. (Louis Dessauer.)
— Beadell & Co. (Mr. Beadell.)
— Rurode D. G. Co. (Mr. Mills.)
Hammond.—Kaufman & Wolf.
Indianapolis.—Pettis D. G. Co. (J. E. Keller.)
— H. P. Wasson & Co. (A. H. Howard.)
Terre Haute.—A. Herz. (M. E. Herz.)
— Kleeman D. G. Co. (Miss B. O'Donnell.)
— Root D. G. Co. (F. Knadler.)
Valparaiso.—J. Lowenstine. (G. W. Bartholomew.)

IOWA.

Charles City.—The Ruste Co. (G. R. Alvord.)
Davenport.—Harned & Von Maur. (Mr. Von Maur.)
—J. H. C. Petersen's Sons. (Louis Crampon.)
Des Moines.—Younker Bros., Inc. (Miss B. F. Copp.)
Ottumwa.—W. J. Donelan & Co. (Miss L. Darnaby.)
Sioux City.—The Pelletier Co. (H. E. Timm.)
— T. S. Martin Co.

KENTUCKY.

Louisville.—The Stewart D. G. Co. (Mrs. F. Davison.)
— J. Bacon & Son. (C. W. Sherwood.)
— Kaufman, Straus Co. (Z. Jacoby.)
— Herman Straus & Sons Co., Inc. (Miss J. Levi.)

LOUISIANA.

New Orleans.—Maison Blanche. (Miss K. Connelly.)
— D. H. Holmes Co. (Edw. Bonnet.)

MAINE.

Lewiston.—The Great Dep. Store. (Arthur L. Paine.)
Portland.—Porteous, Mitchell & Braun Co. (O. A. Moore, Jr.)
— J. R. Libbey Co. (Ralph Libbey.)

MARYLAND.

Baltimore.—A. A. Brager. (T. G. Hardesty.)
— A. Eisenberg. (H. J. Bender.)
— Joel Gutman & Co. (S. Rudolph.)
— N. Gutman & Co. (Abram Moses.)
— Hochschild, Kohn & Co. (W. Sondheim.)
— Stewart & Co. (Max Hesslein.)
— Baltimore Bargain House, Wholesale. (B. W. Sebold.)

MASSACHUSETTS.

Boston.—Houghton & Dutton. (W. J. Norcross.)
— Jordan, Marsh Co. (E. A. Pitman.)
— Murphy Bros. (J. J. Murphy.)
— Henry Siegel Co. (Wm. J. Schwartz.)
— Timothy Smith & Co. (Wm. DeNeil.)
— R. H. White Co. (Sol. Abbott.)
Fall River.—R. A. McWhirr Co. (F. J. Starrett.)
—E. S. Brown & Co. (Harry P. Brown.)
Haverhill.—Mitchell & Co. (Miss G. W. White.)
Lawrence.—Reid & Hughes Co. (L. E. Bennick.)
Lowell.—A. G. Pollard & Co. (J. J. Mountain.)
Lynn.—P. B. Magrane & Co. (T. Sullivan.)
Salem.—Almy, Bigelow & Washburn. (Miss H. L. Barker.)
— W. G. Webber Co. (W. E. Churchill.)
Springfield.—Forbes & Wallace. (E. B. Noyes.)
Worcester.—Barnard, Sumner, Putnam Co. (D. T. Quinn.)
— Denholm & McKay Co. (W. C. Everett.)

MICHIGAN.

Bay City.—Hawley D. G. Co. (S. C. Musial.)
Detroit.—J. L. Hudson Co. (Miss M. E. Crittenden.)
— Partridge & Blackwell. (F. R. Hettinger.)
Grand Rapids.—Chas. Trankla & Co. (H. G. Robertson.)
— Hazeltine & Perkins Drug Co. (J. H. Hagy.)
— Herpolsheimer Co.
Jackson.—L. H. Field. (Miss Brown, Miss Herrington.)
Kalamazoo.—J. B. Jones' Sons Co. (W. O. Jones.)
Lansing.—The F. N. Arbaugh Co.
Saginaw.—Wm. Barie D. G. Co. (W. D. Broome.)
— M. W. Tanner Co. (L. W. Bixby.)
Traverse City.—Hannah & Lay Mercantile Co. (Merritt B. Holley.)
— Cantile Co.

MINNESOTA.

Duluth.—I. Freimuth. (D. Loewers.)
— Johnson & Moe. (A. O. Anderson.)
— Panton & White Co. (Wm. Gow.)
Minneapolis.—Dayton D. G. Co. (John W. Skinner.)
— Butler Brothers, Wholesalers. (W. A. Buchanan.)
— L. S. Donaldson Co. (F. O. Williams.)
— Minneapolis D. G. Co. (W. C. Whitney.)
— Powers Mercantile Co.
St. Paul.—Mannheimer Bros. (J. A. Belmeur.)
— "The Golden Rule." (St. Paul B. & S. Co.)

MISSOURI.

Kansas City.—G. Bernheimer Bros. & Co. (J. H. Bernheimer.)
— Jones D. G. Co. (A. M. Levy.)
— Geo. B. Peck D. G. Co. (P. A. McKenna.)
— Emery Bird Thayer D. G. Co. (C. B. Sefranka.)
St. Joseph.—Townsend, Wyatt Co.
St. Louis.—Wm. Barr D. G. Co. (P. J. Sefranka.)
— Butler Bros., Wholesalers. (W. A. Cunningham.)
— "Famous." (I. Solomon.)
— Stix, Baer & Fuller. (Thos. D. Porcher.)

NEBRASKA.

Lincoln.—Miller & Paine. (Albert House.)
— H. Herpolsheimer Co. (D. Young.)
Omaha.—The Bennett Co. (Henry Kieser.)
— J. L. Brandeis & Sons. (Western B. & S. Co.)
— Hayden Brothers. (P. H. Johnson.)
— Thos. Kilpatrick Co.

NEVADA.

Reno.—Gray, Reid, Wright Co.

NEW JERSEY.

Newark.—L. Bamberger & Co. (George J. Schindel.)
— Hahne & Co. (Max Hesslein.)
— W. V. Snyder. (George Velsor.)
Trenton.—S. P. Dunham & Co. (Miss M. Cross.)
— S. E. Kaufman. (Miss Butterfoss.)

NEW YORK.

Albany.—W. M. Whitney & Co. (C. Lamb.)
— John G. Meyers Co. (Mr. Chalmers.)
Binghamton.—Fowler, Dick & Walker. (Miss Harriet B. Mason.)
— Hills, McLean & Haskins. (Miss M. J. Sharpsteen.)
Brooklyn.—Abraham & Straus. (A. Eck.)
— H. Batterman. (Louis Dames.)
— Burden & Co. (Miss G. Smith.)
— Frederick Loeser & Co. (J. Ray Peck.)
— John McCormick. (John J. Daly.)
— Levi Bros. & Co. (Nathaniel H. Levi.)
— A. D. Matthews' Sons. (Miss M. Tracey.)
— Price & Rosenbaum. (M. L. Steinmeyer.)
Buffalo.—Adam, Meldrum & Anderson Co. (Henry J. Simons.)
— J. N. Adam & Co. (W. A. Brost.)
— The Wm. Hengerer Co. (Miss M. Sturtevant.)
Ithaca.—Rothschild Bros. (J. Rothschild.)
Jamestown.—Jones & Audette. (C. L. Burdette.)

New York City.—Barnett Bros. (J. L. Barnett.)
— Best & Co. (Adolf Rief.)
— Bloomingdale Bros. (Samuel Mayers.)
— L. M. Blumstein. (Miss Fitzpatrick.)
— Butler Bros., Wholesalers. (Henry Gerlach.)
— H. B. Claflin & Co. (W. H. Arnold.)
— John Daniell, Sons & Sons. (Mrs. —— Jeannot.)
— Ehrich Bros. (W. M. Sporborg.)
— 14th St. Store. (Frank Chamberlain.)
— H. C. F. Koch & Co. (Miss Rose Joseph.)
— J. Lauchheimer & Co., 86th St. and 3d Ave. (Edgar A. Bayley.)
— McPartland & O'Flaherty. (J. Callahan.)
— R. H. Macy & Co. (Miss E. L. Kinnear.)
— A. Neuhaus & Co., 466 Columbus Ave.
— O'Neill-Adams Co. (Max Hesslein.)
— Rothenberg & Co. (H. J. Palmer.)
— James R. Senior Corporation. (Miss C. Coucklyn.)
— Siegel-Cooper Co. (H. Kleinteich.)
— Simpson-Crawford Co. (Victor Eckland.)
— Syndicate Trading Co., Wholesalers. (W. H. Arnold.)
— John Wanamaker. (Warren Snyder.)
— W. T. Walton, Jr. (W. T. Walton, Jr.)
Rochester.—E. W. Edwards & Sons. (Miss A. M. Smith.)
— Burke, Fitzsimons, Hone & Co. (Edward Toole.)
— Duffy, McInnerney Co. (J. E. Kelley.)
— McCurdy & Norwell Co. (Mrs. Parker.)
— Sibley, Lindsay & Curr Co. (R. G. Powers.)
Schenectady.—H. S. Barney Co. (Miss Elizabeth A. Ledger.)
— Reeves-Luffman Co. (M. P. Swart.)
Syracuse.—E. W. Edwards & Sons. (Miss A. M. Smith.)
— Bacon, Chappell Co. (H. J. Groat.)
— Dey Bros. & Co. (J. B. Murphy.)
— The Hunter, Tuppen Co. (C. P. Tuppen.)
— H. G. Stone. (Walter R. Stone.)
Troy.—E. W. Edwards & Sons. (Miss E. A. Brown.)
— Frear's Bazaar. (E. A. Frear.)
— E. C. Tower & Co. (E. C. Tower.)
Utica.—A. S. & T. Hunter. (C. A. Vencill.)
— Robert Fraser. (M. J. McDermott.)

OHIO.

Akron.—M. O'Neill & Co. (J. D. Chandler.)
—G. H. Yeager & Co. (Miss Fannie Packard.)
Canton.—Kenny Bros. (J. H. Kenny.)
— W. R. Zollinger & Co. (H. C. Zollinger.)
Cincinnati.—Hanke Bros. (Wm. Davis.)
— Geo. W. McAlpin Co. (J. J. Robinson.)
— John Shillito Co. (Western Book and Stationery Co., Chicago.)
Cleveland.—The May Co. (E. D. Stauffer.)
— The Bailey. (S. W. Gerhardt.)
— Stearn Co. (Miss Reich.)
— Williams Rogers Co. (P. J. Dolt.)
Columbus.—David C. Beggs Co. (Chas. Crawley.)
— The Z. L. White Co. (A. J. Scott.)
Dayton.—Elder & Johnson Co. (Fred Fleischauer.)
Norwalk.—C. F. Jackson. (A. P. Cole.)
Sandusky.—Herb & Myers Co. (M. R. Herb.)
Springfield.—The Edw. Wren Co. (Rod Staley.)
Toledo.—W. L. Milner & Co. (Mrs. E. H. Hubbard.)
— The Clinton-Close Co. (A. W. Goodman.)
Youngstown.—J. N. Euwer's Sons. (John Euwer.)
— G. M. McKelvey & Co. (Miss Doggett.)
Zanesville.—The H. H. Sturtevant Co. (F. W. Pickup.)

OREGON.

Portland.—Lipman, Wolfe & Co. (Mrs. K. Ormsby.)
— Meier & Frank Co. (J. L. Meier.)

PENNSYLVANIA.

Allentown.—Harned-Early Co. (Miss Holman.)
— Hess Bros. (Mary German.)
Altoona.—Wm. F. Gable & Co. (H. King McFarland.)
Erie.—The Boston Store, Trask, Prescott & McKay Co. (Mr. Conrad.)
Harrisburg.—Dives, Pomeroy & Stewart. (L. Willis.)
Johnstown.—M. Nathan & Bro. (Miss M. Benshoff.)
Lancaster.—Leinbach & Co. (Miss B. Hostetter.)
— Buchanan & Young. (Mr. Young.)
— Foster & Cochran. (Charles Wagner.)
— W. C. Hager & Bro. (Robert C. Masterson.)
— Watt & Shand. (Edward G. Eby.)
— Williamson's. (S. W. Shumaker.)
Philadelphia.—Gimbel Bros. (Jos. Scammell.)
— Lit Bros.
— N. Snellenburg & Co. (Edward Hugele.)
— Strawbridge & Clothier. (Walter S. Lewis.)
— John Wanamaker. (Warren Snyder.)
Pittsburgh.—Boggs & Buhl. (Jos. O. Young.)
— Joseph Horne Co. (J. C. Kemp.)
— Kaufman Bros. (T. Edw. Jones.)
Reading.—Dives, Pomeroy & Stewart. (V. Eckland.)
— Lord & Gage.
Scranton.—Jonas Long's Sons. (Mrs. Alice Kenny.)
Wilkes-Barré.—Jonas Long's Sons. (Mrs. Shevhan.)
— Fowler, Dick & Walker. (Thomas F. Heffernan.)

RHODE ISLAND.

Providence.—Callender, McAuslan & Troup Co. (K. G. Berger.)
— O'Gorman Co.
— The Shepard Co. (Fk. L. Chamberlin.)

TENNESSEE.

Chattanooga.—Miller Bros. (A. Mathis.)
Memphis.—J. Goldsmith & Sons Co. (David S. Levy.)
— Bry-Block Mercantile Co.

TEXAS.

Austin.—Scarbrough & Hicks.
Dallas.—Sanger Brothers. (Mr. Millington.)
Ft. Worth.—The Fair. (J. M. Brown.)
San Antonio.—Wolff & Marx Co. (J. K. Sterne.)
—Joske Bros. Co. (Mr. Criswell.)
—Saul Wolfsohn D. G. Co. (A. Wolfsohn.)

VERMONT.

Burlington.—J. W. McAuslan Co. (Miss L. Michaud.)

VIRGINIA.

Norfolk.—Miller, Rhoads & Swartz, Inc. (J. H. Barrett.)
—Watt, Rettew & Clay, Inc. (M. Ott.)
Richmond.—Miller & Rhoads, Inc. (Ralph B. Henry.)
—The Cohen Co. (Miss Rose Duffy.)
Roanoke.—Watt, Rettew & Clay. (Mr. Johnson.)

WASHINGTON.

Seattle.—The Bon Marché. (S. McGarry.)
Tacoma.—People's Store Co. (R. D. Cheney.)
—Rhodes Bros., Inc. (J. F. Zorme.)

WEST VIRGINIA.

Charleston.—Warwick, Barrett & Shipley. (C. R. Shipley.)
Morgantown.—Acme Dept. Store. (F. A. Cresswell.)
Wheeling.—Stone & Thomas. (W. E. Rownd.)

WISCONSIN.

Fond du Lac.—The O'Brien D. G. Co.
La Crosse.—Wm. Doerflinger Co. (E. J. Evans.)
Marinette.—Lauerman Bros.
Milwaukee.—Gimbel Bros. (Western B. & S. Co.)
—The Boston Store. (E. Higgins.)
—Espenhain & Co. (I. W. Hosmer.)
—Kroeger Bros. Co. (John S. Kroeger.)
—Schuster & Co. (Leo Arnstein.)
Oshkosh.—F. A. Plummer Co.
Sheboygan.—H. C. Prange Co.

THE ENGLISH BOOKTRADE, 1557-1625.

THE fourth volume of the "Cambridge History of English Literature," published by G. P. Putnam's Sons, which has just appeared, contains a very interesting chapter summarizing Elizabethan booktrade conditions and methods.

Its outstanding feature was the dominance of the Stationers' Company, a trade organization under royal patent which assumed to regulate even minor details. The rules requiring entry of publication with the company were indirectly important bibliographically, but their primary purpose was to prevent and detect piracy. No one could print anything for sale within the kingdom unless he belonged to the company or held a patent giving him a monopoly. These latter were numerous, and might include a set or even a whole class of works. As these included mainly the "standard" books—Bibles, Primers, Psalters and the like—these monopolies gave very "fat" pickings to their holders, and likewise stimulated an immense amount of piracy.

The Stationers' Company was empowered by law to search the premises of any printer to see that neither the laws nor their own rules were infringed. "Accordingly, searchers were appointed to make weekly visits to printing houses, their instructions being to ascertain how many presses every printer possessed; what every printer printed, the number of each impression and for whom they were printed; how many workmen and apprentices every printer employed, and whether he had on his premises any unauthorized person. These inquisitorial visits resulted in frequent seizures of illegally printed books, and, in the records of the company, there are many instances of such books being brought into the hall and there either burned or damasked.

"But the attention of the company was not confined to illegal productions; the brethren themselves were well looked after, and the accounts of fines received for breaking of orders and other offenses show that a rigorous supervision was maintained. In 1559, John King is fined two shillings and sixpence for printing 'The Nutbrowne Mayde' without a license, and William Jones is mulcted in twenty pence 'for that he solde a Communion boke of Kynge Edwardes for one of the newe.' In 1595, Abel Jeffes, having printed 'lewde ballades and thinges verye offensive,' it was ordered by the court of the company that his press, type and other printing stuff, which had been seized and brought into the hall, should be defaced and made unserviceable for printing. Penalties were also imposed for printing other men's copies, that is, infringing copyright, and for 'disorderly' printing, which evidently included carelessly, as well as wrongfully, printed books."

As might be expected, there was much dissatisfaction with this state of things among the unlicensed printers. Shut out from the best paying work, they were forced either to seek a precarious living in the odds and ends of plays, balladry and catchpenny trifles that the Stationers' Company ignored, or to dare out and out piracy. As a matter of fact, it is to these outsiders, the speculative publishers—for the printer of the day was his own publisher—that we owe the preservation of most of the real literature of the period.

The first books to be pirated were the Testaments and similar small books "for which there was a large and steady sale. Besides being quickly printed, these small publications possessed the advantage of being early dispersed, "and many of them were sent into the country, where, as imprints were also forged, there was little risk of their spurious origin being detected. Legal proceedings naturally followed, and, in 1582, John Day, one of the largest patentees, preferred a complaint to the Star chamber against Roger Ward for printing pirated copies of the 'ABC with the Little Catechism.' In his answer to the charge, Ward makes a stout defense, eked out with convenient lapses of

memory, and pleads that a very small number of stationers having gotten all the best books to be printed by themselves by privilege, have left little or nothing for the rest of the printers to live upon.

"The leader of this lawless band [of pirates] was John Wolfe, of the Fishmongers' Company, a born agitator. He not only printed other men's copies, but incited others to defy the constituted authorities. A petition against him and his associates, addressed to the privy council by the Stationers' Company in 1583, relates that, on being remonstrated with, Wolfe declared that he would print all their books if he lacked work. Being admonished that he, being but one so mean a man, should not presume to oppose Her Highness's government. 'Tush,' said he, 'Luther was but one man, and reformed all the world for religion, and I am that one man that must and will reforme the governement in this trade.'"

In 1577 there were a total of 175 people in London connected with the booktrade, and Barker, the Queen's printer, says in 1582 there were twenty-two printing houses in London, and adds, "8 or 10 at the most would suffise for all England, yea and Scotland too." There soon was, in fact, more journeymen and apprentice printers than the book demand warranted, and consequent distress. As one effort at remedy the company in 1587 forbade apprentices setting type if there were journeymen printers idle, that type should not be kept standing to the prejudice of work, and lastly, and even more radical, that not more than 1500 copies of a book should be printed without resetting the type—all of which of course provided more work.

"To embark on a career as a bookseller and publisher was a simpler, if more hazardous, undertaking. If possessed of means, the young bookseller might purchase a stock of saleable books, and at once open a shop in some busy thoroughfare or take up a point of vantage in one of the stalls or booths which crowded round the walls of St. Paul's, and there expose his wares for sale. But, supposing him to have nothing save his native wit to aid him, there was still a way by which he could set up for himself. If he could procure the copy of some book or pamphlet, or, maybe, even a ballad, which he could enter in the register as his property, and then get printed by some friendly printer, he would have made a modest beginning; and, if this first essay happened to promise a fair sale, he might, by exchanging copies of it with other publishers for their books, at once obtain a stock in trade. This system of interchange seems to have been a common practice, and books were sometimes entered in the register with the proviso that the stationer 'shall not refuse to exchange these bookes with the company for other good wares.' The custom continued in vogue throughout the seventeenth century, and it was in this way that, in 1681, the celebrated John Dunton began his career as a publisher; having ventured to print Doolittle's 'Sufferings of Christ,' he says, 'by exchanging it through the whole trade, it furnished my shop with all sorts of books saleable at that time.'"

GROWTH OF THE "FIVE LITTLE PEPPER" SERIES.

The Book News Monthly for February has, as its leading article, a biographical sketch and appreciation of Mrs. Daniel Lothrop, "Margaret Sidney," the author of the famous *Five Little Pepper Series* of children's stories. The stories were never planned. Like Topsy, "they just grew." One day she wrote a story called "Polly Pepper's Chicken Pie" and sent it to *Wide Awake,* the young people's magazine published in Boston. It was accepted and the publisher asked for more. She wrote another, "Phronsie Pepper's New Shoes," and letters began to come in from subscribers. The publisher asked her to do a series of twelve stories about the Peppers; and though she disliked serials, she wrote the twelve instalments. Then they wanted a book; and because the things she had already done would not make a full-sized book, she called upon her little friends, and, to use her own words, "made the Peppers tell me more things, till I got a bookful." "The Five Little Peppers and How They Grew," published in 1881, was the outcome of the effort. Letters of enthusiastic delight poured in from readers all over the country. The Peppers had taken the hearts of old and young by storm, and all clamored for more stories about the interesting family. The author had no rest. She was determined not to continue to write about the Peppers, but the urgency of her readers was so great that she finally decided to give them another book. The publishers wanted the history of the five little Peppers grown up, but the Peppers were too real to Mrs. Lothrop to permit of such a mushroom growth. She declared that she would write of them growing up before she wrote about them full-grown. Upon this declaration followed "The Five Little Peppers Midway," and then "The Five Little Peppers Grown Up."

"Now," the author thought, "I'm through with the Peppers!" But she wasn't. Boys and girls in every State in the Union wanted further details about the doings of Polly, Ben, Joel, David and Phronsie. In "The Five Little Peppers Grown Up" Phronsie was only thirteen years old, so everybody clamored for Margaret Sidney to show how Phronsie grew up. Of all the Peppers none is more sweetly lovable than Phronsie, and it was about her that readers wished further to know. So Mrs. Lothrop wrote and published "Phronsie Pepper." Still the Peppers were not exhausted. There were a thousand and one questions to be asked about this, that and the other thing. For the Peppers had long ago outgrown their little brown house; they had moved into a circle of culture and wealth; the Peppers and the Kings, and all the variety of their relationships, to say nothing of the many other friends they had made, constituted an unmined wealth of entertaining variation. Each Pepper had his or her own story, even "Mamsie" was communicative; whereupon Mrs. Lothrop once more, resignedly, sat down to continue the tale. "The Stories Polly Pepper Told" came out;

then "The Adventures of Joel Pepper;" another pause, leading to "The Five Little Peppers Abroad;" later still, "The Five Little Peppers at School," "The Five Little Peppers and Their Friends," "Ben Pepper," and, finally, "The Five Little Peppers in the Little Brown House," which appeared in 1907.

THE POSTAL APPROPRIATION BILL.

THE general appropriation bill for the Post Office Department, carrying a total appropriation for the ensuing year of $239,812,195, as against $234,692,370 for the fiscal year 1910, was reported from the Committee on Post-Office and Post-Roads last week. Among the significant items in this total are: postmasters and assistant postmasters, $30,600,000; clerks and employees at first and second class post-offices, $34,700,000; letter carriers, $31,500,000; railroad transportation, $46,620,000, and Railway Mail Service, $20,811,675; rural free delivery, $38,245,000.

The bill incidentally forbids the department after June 30 "to sell or offer to sell any stamped envelope bearing upon it a printed direction giving the name of any individual, firm or company, or any number of any post-office box or drawer, or any street number or the name of any building to which it shall be returned if uncalled for or undelivered." This provision, prohibiting the printing for the public of return envelopes at a nominal charge has been urged by the stationers' organizations for some time.

The bill also forbids the delivery of mail "by city carriers at residences except where mail receptacles suitable for the receipt of mail are provided at the door or entrance."

In spite of the considerable recent agitation the only provision in the bill directly affecting second class mail matter is one advocated by the postal commission on second class mail two years ago for the doing away of the sample copy and "fake" subscriber abuse. It directs "that hereafter when copies of any publication of the second class, mailed by a publisher at the pound rate or free in the county of publication, are undeliverable at the address thereon, the postmaster at the office of destination shall promptly notify the publisher of the fact, giving the reason therefor, and copies received five weeks after the mailing of the notice to the publisher, and in no instance until two successive issues thereof have been published, shall, under such regulations as the Postmaster-General may prescribe, be separately returned to the publisher thereof charged with postage at the third class rate."

COMMUNICATIONS.

AN ANSWER TO MR. HOLT.

To the Editor of The Publishers' Weekly.

IF it is in order, I should like to rise from one of the back benches in THE PUBLISHERS' WEEKLY meeting and make a few remarks apropos of Mr. Holt's delightful and caustic essay published by you last week.

For some years people in our business have been reading with interest and a queer sort of pleasure Mr. Holt's statements about other publishers, literary agents, ungrateful authors and a degenerate trade spirit. Of course, I do not mean to suggest that any one takes Mr. Holt's scoldings too seriously, but he has been having his fling at all the rest of us for so many years that it has just occurred to me that, after all, he does not speak exactly by divine right, and although he has assumed the pulpit, there is no law to prevent one from talking back to the minister occasionally.

There are people still living, beside Mr. Holt, who can remember back twenty years (and perhaps more), and I am one of these. I remember, for example, what violent statements Mr. Holt used to make in those days. He writes now as though publishing in the days long passed away had been a long summer holiday. In the good old times one would think that authors ate out of the hand, and publishers meeting on the street saluted with rapturous embraces and passed love tokens to each other on all occasions. Mr. Holt has surely overdrawn the picture: it is not strictly true to the life of that time. Publishers were not as friendly, nor as generally considerate of each other's interests, I claim, as they are to-day. They were more and not less jealous they were even more suspicious and unwilling to give each other information which would help the general situation. Later the spirit improved and led to a more frequent coming together of the heads of the different businesses, as they do now in the various publishing associations.

Every one of us takes off his hat to Mr. Holt as a wonderful judge of literary work, but when he speaks of the copyright law as having brought into our trade a debased business spirit, I do not follow him. I am reminded by this statement of what he used to say to me when I sat on his doorstep, sent to him as an advertising solicitor in the vain hope of getting an "ad." Year after year I made these pious pilgrimages: often he would not see me, and I don't blame him for that; but when he did, he used to roundly abuse me and, through me, my employer, for the bad condition of our trade. In his opinion the state of affairs even then was despicable: it was sunset in his office early in the morning. Finally, in graphic words he dismissed me from his presence with the statement that I needn't come back to get an advertisement until a copyright bill had passed—then he would see what he could do.

I welcomed the passage of that bill, not so much as a piece of enlightened legislation, but because I felt that I would now achieve my great ambition and secure an advertisement from Mr. Holt. I allowed a few days to pass, so that his joy at our good fortune might sink into his system and soften his heart to advertising men; then, hat in hand, I stood upon his office mat, radiant with hope and expectation. I received a great shock; it appeared that the bill was no good; a kitchen maid could have written a better, and I was made to suffer for that bill. He refused to advertise, notwithstanding that I offered him the choicest titbits of position at regular prices, and pressed upon him propositions of unparalleled advertising generosity; and I

was sent back to my employers a disappointed and broken-hearted young man.

In reading these last clear and outspoken reminiscences, it has occurred to me that if Mr. Holt had accepted my strenuous attentions and given me that advertisement and more thereafter, his present complaint about losing authors might have been avoided.

Pardon this long letter, Mr. Editor; cut out any part which might give Mr. Holt offense—none is intended. He has abused us all for years, on the ground that we have tempted away the lambs from his flock, when, as a matter of fact, they have broken loose for reasons best known to themselves. Invite him to come to our Publishers' Association meetings, where, under the genial leadership of Mr. Dodd, he will find his brother publishers dwelling together in amity and helping to push things along and make them better. He will find publishers who agree that authors should keep their books together; he will find publishers so courteous to each other that they will co-operate to put back into the hands of an author's original publisher the books which have strayed. They wish to help the trade spirit and not put pull it down.

Cheer up, Mr. Holt; the worst is passed, the best is yet to come; may you live and enjoy another full generation, and discover a hundred new authors bearing the flaming torch of genius and may you keep 'em, every one, is the wish of

A Hopeful Brother Publisher.

New York, February 21, 1910.

MAGAZINE SUBSCRIPTIONS.

To the Editor of The Publishers' Weekly.

Dear Sir: Enclosed you will find a circular just received by post, advertising magazines at "Special" prices, such as, *McClure's* and any other two $1.50 magazines, amounting to $3, for $2.10; another one where the subscriptions amount to $5.50 for $3.35, and so on.

Do you think that it is fair for the retailer or newsdealer that these different publishers should make these offers to the public

I have always had a large subscription list, and have been to some expense to notify my customers as to when the subscriptions commence and have tried for years to keep the same subscribers; but what can you do when the publishers want *all and everything* that is going?

Does this come under the "American Publishers' Association?" If so, why is it that the publishers of magazines are allowed to interfere with the "poor" bookseller? Just this morning I received a letter from an old customer of mine, countermanding all subscriptions, just because the publisher sent her a notice. Why not send the notice to me?

I would like to hear from some bookseller on this matter, as I am compelled to give up this branch of the business; for the competition is so great with the publishers that it does not pay me to try and get subscriptions, specially new ones. The publishers "gobble" up *my* customers.

There is a publisher of a popular young folks' magazine, in Boston, who, when I wrote them, actually offered me 5c for every subscription (renewal) that I would send. I wrote and told him that the offer was so "great" that I was afraid that he would "die of enlargement of the heart."

Do you think that this is a fair way for the publishers of magazines to treat the bookseller? Yours truly,

J. A. Jenkins.

February 17, 1910.

TRADE ASSOCIATIONS.

STATIONERS' BOARD OF TRADE.

The Stationers Board of Trade will hold their annual banquet Tuesday, March 22, at the Hotel Plaza. The following speakers have accepted invitations from the Banquet Committee:

George B. Cortelyou, President Consolidated Gas. Co.

Louis N. Hammerling, President of the American Association of Foreign Newspapers, and Chairman of the Foreign Languages Newspaper Committee of Ellis Island.

Lloyd Griscom, ex-Minister to Turkey, and Chairman of the National Republican Committee of the County of New York.

Rev. Harry E. Forsdick, of Montclair, N. J.

John Mitchell, Second Vice-President of the Federation of Labor.

John T. Nicholson, Principal of Harlem Evening High School for Men.

Charles J. McDermott, President of the Crescent Club of Brooklyn.

At the regular monthly meeting of the Board of Trustees, held on the 8th inst., Cushman & Denison Mfg. Co., of 240 West 23d Street, New York City, were unanimously elected to membership.

OBITUARY NOTES.

Charles H. Thomson, who for the past six years has had charge of the stationery department of the Robert Clarke Co. of Cincinnati, died last week after an operation for intestinal trouble. Mr. Thomson is well and favorably known to stationery men throughout the country, who will regret to hear of his decease.

Clay Clement, actor, dramatist and short story writer, died in Kansas City last Monday. He was born in Woodford, Co., Ill., in 1863, was a graduate of the University of Chicago and later studied law. As a playwright and producer his chief plays were "The New Dominion," "In Hampton Roads," "A Southern Gentleman" and "Sam Houston," the latter in collaboration.

Mrs. James M. Belden, of Syracuse, N. Y., wife of the late Congressman James J. Belden, and better known as a magazine writer and author under her maiden name of Jessie Van Zile, died of apoplexy in New York City February 2. Besides numerous magazine articles Mrs. Belden was the author of several books, among them the novels "Fate at the Door," "The King's Ward" and "Antonia." She was 53 years old.

Rabbi Joshua Siegel, a Hebrew scholar of note, died in New York City February 21. On the same afternoon he had preached a funeral sermon for his life-long friend, Jacob Lewis, who two years ago had accompanied him on a pilgrimage to the Holy Land. Rabbi Siegel, a pious orthodox Jew of the old type, was born in Poland in 1846, and could trace his ancestry back through many generations of Jewish scholars and rabbis. He was himself the author of numerous works in Hebrew, and, since his retirement from the active ministry many years ago, had devoted himself to his books.

Professor Edward A. Bowser, author of many mathematical works, died at Honolulu, February 22, aged 65 years. Professor Bowser was born at Sackville, New Brunswick, Canada, in 1845. He was graduated from Rutgers in 1868, and in 1871 he became professor of mathematics and engineering at the college, serving until 1904, when he retired. He was the author of "Academic Algebra," "College Algebra," "Plane and Solid Geometry," "Elements of Plane and Spherical Trigonometry," "Treatise on Plane and Spherical Trigonometry," "Analytic Geometry," "Differential and Integral Calculus," "Analytic Mechanics," "Hydromechanics," "Logarithmic Tables," Roofs and Bridges," etc.

Arthur Fraser Walter, who for long was chief proprietor of the London *Times* and recently chairman of the Board of Directors of the company that purchased the paper, died Tuesday, February 22, at his home, Bear Wood, Wokingham, after suffering for several days with influenza. Mr. Walter was born September 12, 1846. He was the great-grandson of John Walter, founder of the *Times*. The litigation arising two years ago over the disposal of the *Times* was ended by a court order sanctioning the agreement under which a company later was formed to take over the newspaper and the business connected with it. Under this arrangement the board of directors consisted solely of the members of the staff of the paper, and Mr. Walter was made chairman.

PERSONAL NOTES.

Lieutenant Sir Ernest H. Shackleton, the south pole explorer, comes to this country about March 25 for a lecture tour, followed by a hunting trip in Alaska.

Frederick E. Upton, for many years in the government service, has been appointed editor of the Bureau of Education, a new post, created by the last Congress, which will have the editorial supervision of all Bureau publications.

Professor G. L. Kittredge, of Harvard, has been made an honorary foreign fellow of the Royal Society of Literature. Among Professor Kittredge's best known works are the text-books on composition, rhetoric and grammar, published by Ginn & Company.

Dr. Frederick A. Cook, who, after being reported all over the world, has finally turned up in a far-off corner, Chile, states that he is now at work on a complete account of his polar explorations, a book which, he maintains, will prove his discovery of the north pole.

Dr. Furnivall, the Shakespearian scholar, antiquarian and athlete, has just celebrated his eighty-fifth birthday by taking a row of thirteen miles on the Thames. It is stated that he was a vegetarian for twenty-five years and that he has not touched alcohol or tobacco since his youth.

Robert E. Speer, secretary of the Presbyterian Board of Foreign Missions, is at present in Scotland, where he is under appointment to deliver the Duff Lectures at Edinburgh, Glasgow and Aberdeen. These lectures will appear in a volume to be published this spring by Revells under the title of "Christianity and the Nations."

Another author who has won notoriety in a different field, José Santos Zelaya, ex-president of Nicaragua, and now sojourning in Spain, announces that he is at work on a book which will be a vindication of his regime in Nicaragua, and will show the recent revolution to have been due to the "unwarranted intervention of the United States."

James Paul Kelly, of Charleston, W. Va., who has been for some time making a study of the Grand Canyon, and especially of some of the Indian traditions connected with it, has written a novel, "Prince Izon," which presupposes the discovery of a remnant of the ancient Aztec day, living secluded till the present day in an inaccessible spur of the Grand Canyon.

Albert Tobias Clay, assistant professor of Semitic Philology and Archæology and assistant curator of Babylonian Antiquities at the University of Pennsylvania, has been elected to the William M. Laffan professorship of Assyriology and Babylonian Literature recently established at Yale by J. Pierpont Morgan. Dr. Clay is the author of a number of important works on Babylonian archæology.

Edmund Clark Sanford, professor of experimental and comparative psychology, Clark College, Worcester, Mass., was made president of the institution on February 2, succeeding the late Carroll D. Wright. Dr. Sanford is the author of "An Experimental Course in Psychology," published in 1898, and of numerous papers on psychological subjects in the *American Journal of Psychology* and other reviews.

The eightieth birthday anniversary of Dr. S. Weir Mitchell fell on February 15, and the date was celebrated by the publication of Dr. Mitchell's new book of verse, entitled "The Comfort of the Hills." The collection includes besides the poem of this name the "Ode on a Lycian Tomb," "An Ode to Battles," "The Song of the Captured Confederate Battle-flags," "The Birthday of Washington," "In Memory of William Henry Drummond," and a score of other poems, long and short.

General Kuropatkin, whose history of the war between Russia and Japan created such a stir, is reported to have nearly fin-

ished a new work, "Russia's Military Problems," which promises to be an even greater sensation. General Kuropatkin is known to have radical views regarding the occupancy of Manchuria, the programme of the present Russian general staff, frontier defence and army organization; and, though the book will probably be intended only for circulation in official circles, it will none the less be very interesting reading.

JAMES HENRY STARK, author and historian, in his newest book, "The Loyalists of Massachusetts and the Other Side of the Revolution," is reported to have stirred up a pretty hornet's nest of indignation. In giving the "other side" he calls the Boston Tea Party "a respectable mob," states that many of the signers of the Declaration of Independence were smugglers, and incidentally says that Samuel Adams was a defaulter, that John Hancock stole from the funds of Harvard College committed to his custody, restitution being made by his heirs, and that Benjamin Franklin lost the postmastership of Boston by robbing the mails. Though Mr. Stark is an Englishman by birth, he has long been prominent in antiquarian research in Massachusetts, being founder of the Dorchester Historical Society and a member of the New England Genealogical Association.

PERIODICAL NOTES.

THE March number of *Short Stories* is the first to bear the imprint of Doubleday, Page & Co. The magazine was taken over recently.

Aeronautics is publishing serially a bibliography of aeronautics, which it aims to have cover everything printed to date. The editors will be glad to receive additional entries.

THE first number of a New York City suffrage monthly, *The Woman Voter*, appeared last week. It is the official organ of the Woman Suffrage Party and sells for five cents a copy. The first number initiates a campaign for funds and effective political organization.

THERE is to be issued shortly from the Columbia University Press a new quarterly periodical, *The Romanic Review*, edited by Professors H. A. Todd and Raymond Weeks, both of the Department of Romance Languages and Literature at Columbia University.

LITERARY AND TRADE NOTES.

HOUGHTON MIFFLIN CO. will publish this spring a book on "The Law of Copyright," by R. R. Bowker, the editor of THE PUBLISHERS' WEEKLY.

GROSSET & DUNLAP now publish Garnett and Gosse's "English Literature," the standard literary history previously sold in four volumes at $30, at surprisingly low price.

CASSELL & COMPANY state that they have sold to date more than a million and a quarter copies of their *People's Library*, which now comprises over a hundred standard titles.

HENRY GEORGE, 21 Warwick Lane, Paternoster Row, London, England, offers his services as agent to American publishers and booksellers, and promises to supply books, periodicals, etc., promptly and economically.

THE problem of marriage is always of timely interest, especially in fiction. The outcome of a loveless marriage is told with great skill in Charles Marriott's "The Intruding Angel," just published by John Lane Company. Mr. Marriott will be remembered as the author of "The Kiss of Helen" and "When a Woman Woos."

MINNESOTA is contesting Indiana and Kansas for first literary honors. According to the "Library Notes and News" of the Minnesota Library Commission, which has been running lists of them; there are "about four hundred Minnesota authors, with nearly one thousand titles of books." This doesn't count magazine articles or writers or official and society publications; which isn't a bad showing for a state comparatively young and small in population.

HOUGHTON MIFFLIN CO. will publish on Saturday, February 26, one of their leading spring novels, "The Duke's Price," an international romance, by Demetra and Kenneth Brown, with illustrations in color by A. G. Learned; also, "Flutterfly," a fairy story for young people by Clara Louise Burnham, with colored illustrations by Emily H. Chamberlin; and Dr. W. J. Rolfe's "1910 Satchel Guide to Europe," which is the 39th annual edition of this popular handbook.

THE CENTURY COMPANY have just issued a new novel by Helen R. Martin, author of "Tillie: a Mennonite Maid." This story, "The Crossways," tells the story of a charming, cultivated Southern girl, who, while a patient in a New York hospital, falls in love with her attending physician. He is a Pennsylvania Dutchman, and takes his wife back with him to settle down in his old home. The trials and final triumphs of the girl set down in this alien atmosphere make a tale of unusual interest.

GEORGE W. JACOBS & CO. have just ready a new book in the well-known series of *American Crisis Biographies*, "Henry Clay," by Thomas Hart Clay, his grandson. Mr. Clay began the work, but unfortunately he died before it was completed. Dr. Oberholtzer, editor of the series, finished the book with the assistance of Mrs. Clay. Probably there is in existence little if any material relating to Henry Clay which has not been made use of in this biography, making it a most valuable addition to the history of the period in which the great statesman lived.

THE commission appointed last year by the American Philological Association to consider the teaching of Latin in the secondary schools has made a report, which may be read in full in the current *Educational Review*. Rather unexpectedly perhaps the commission has come out in definite advocacy of greater freedom in the selection of secondary school texts. For the four books of Cæsar, the six orations of Virgil and the six books of the Æneid, which are the classic

prescription of Latin, the commission suggests portions of Nepos, the histories of Sallust and some of the Eclogues and of Ovid. A very strong recommendation, however, is made for greater practice in "sight translation." It is especially urged that students be taught to think in Latin rather than to arrive at their translation through a species of verbal transliteration.

THERE is a tang about the title, "The Buried City of Kenfig," by Thomas Gray, published by D. Appleton & Co., which appeals to the general reader as well as the archæologist. Kenfig was a city in Southern Wales, dating from the time of the Normans, and now completely buried in the sands. Many years were necessary for this overwhelming movement of the sea sands, but the probability is that by 1325 the city was wholly lost. To-day all that is left are two stone pillars standing out from a grassy mound in a long waste of sand dunes, the visible remains of what was once Kenfig Castle. This was once a rich and prosperous domain, surrounded by arable lands and pastures, and by a town with an active populace. To-day its history has been scattered in ancient manuscripts, but Mr. Gray has rewritten it, with numerous photographs and maps.

AN unusual symposium of booksellers' opinions as to a suitable "selling" title for a novel has been gathered by Cassell & Company. The debated title is "A House of Lies," by Sidney Warwick, and the story deals with a young man whose romance and career are built upon "a house of lies," its dramatic collapse, and his final regeneration. The entire booktrade was canvassed for an opinion of the title from the standpoint of the bookseller. Of those dealers who responded, about 70 per cent. voted in favor of it. Of the remainder some "did not know," some disapproved, one said the title recalled too vividly "The House of Mirth," while a number of others reported that their clerks were equally divided for and against it. Consequently, the book has been announced as "A House of Lies," and it will be on the booksellers' counters on February 24. It will be interesting to observe how well the publishers' prediction of "best-seller" and the booksellers' choice of a title are verified by the sale of Mr. Warwick's interesting novel.

G. P. PUTNAM'S SONS this week add four books to their spring publications. Mexico's president is much in the public mind of late, his character being discussed by friend and foe in newspaper and magazine. "Porfirio Diaz, President of Mexico," by José F. Godoy, Mexican Minister to Cuba, should prove a most welcome volume, giving information which the author has had exceptional opportunities for gathering. An important feature of the book is the comments or opinions on the life and career of Diaz by some of the most prominent men of the United States. Helen Huntington, author of "The Sovereign Good," has a new novel, "An Apprentice to Truth," which tells the story of a New England girl living in New York with a wealthy cousin whose past has not been free from sin. The girl knows the woman's secret, and her struggle to remain loyal and affectionate in spite of ill-treatment make an absorbing psychological study. In "A Message to the Well," Horatio W. Dresser aims to differentiate the various types of psychotherapy or essentially mental healing, and lead the way to the interests which are of most permanent value—the religious and the educational. "The Education of the Child," by Ellen Key, is a portion of her book, "The Century of the Child," reprinted with an introduction by Edward Bok, editor of *The Ladies' Home Journal*.

ON the occasion of the 50th anniversary of the proclamation of the kingdom of Italy Leo S. Olschki, the Florentine publisher, will issue a monumental edition of Dante's "Divina Commedia," which is intended to be, in scholarly attainment and beauty of outfit, a publication worthy of this memorial year. The work will be printed, illustrated and generally fitted out with a view to emulate the finest productions of the most famous ancient Italian printing presses. A new "Life of Dante Alighieri," by Gabriele D'Annunzio, especially written for this publication, will precede the text. Count G. L. Passerini, editor of the *Giornale Dantesco*, will supply an extensive commentary, which shall aim especially at elucidating the significance of the poem as a work of art and its spiritual application. His revision of the text will ensure the highest scholarship. The book will be printed on hand-made paper especially manufactured by Miliani of Fabriano with the water-mark of Dante's head. It will be a royal folio of about 600 pages with broad margins. The binding will be in the finest leather with ornamental nobs, clasps and hinges of bronze, of the best Italian workmanship throughout. The edition is limited to 300 copies and the name of the subscriber will be printed on the fly leaf. The price for advance subscriptions will be 500 lire. Six additional copies will be printed on parchment, and adorned by hand with illuminated initial letters and the bookplate or coat-of-arms of the subscriber, by the distinguished miniaturist, Prof. Amedeo Nesi, in the spirit of the illuminated codices of the Laurentian Library. The metals of the binding will be in silver. The price for these copies will be 3000 lire. The American agents for the book are Lemcke & Buechner.

BUSINESS NOTES.

NEW YORK CITY.—The Excelsior Publishing Company has removed from 112 West 26th Street to 27 East 21st Street.

NEW YORK CITY.—G. E. Stechert & Co. remove next week from 129-133 West 20th Street to new quarters at 151-155 West 25th Street, where they will occupy the store, basement and first loft, about 15,000 square feet in all.

PHILADELPHIA, PA.—The Curtis Publishing Company has increased its capital stock from $2,500,000 to $5,000,000.

TERMS OF ADVERTISING

Under the heading "Books Wanted" book-trade subscribers, under their own names, are given the privilege of a free advertisement for books out of print of five nonpareil lines, exclusive of address, in any issue except special numbers to an extent not exceeding 100 lines a year. If more than five lines are sent the excess is at 10 cents a line, and amount should be inclosed. Bids for current books and such as may be easily had from the publishers, and repeated matter, as well as all advertisements from non-subscribers, or those advertising anonymously, must be paid for at the rate of 10 cents a line. All objectionable books will be excluded so far as they come under our notice.

Under the heading "Books for Sale," the charge to subscribers and non-subscribers is 10 cents a nonpareil line for each insertion. No reduction for repeated matter.

All other small undisplayed advertisements will be charged at the uniform rate of 10 cents a nonpareil line. Eight words may be reckoned to the line.

Parties with whom we have no account must pay in advance, otherwise no notice will be taken of their Communications.

BOOKS WANTED.

☞ *In answering, please state edition, condition, and price, including postage or express charges.*

Houses that are willing to deal exclusively on a cash-on-delivery basis will find it to their advantage to put after their firm-name the word [*Cash.*]

☞ *Write your wants plainly, and on one side of the sheet only. Illegibly-written "wants" will be considered as not having been received. The "Publishers' Weekly" does not hold itself responsible for errors.*

It should be understood that the appearance of advertisements in this column, or elsewhere in the "Publishers' Weekly," does not furnish a guarantee of credit. While it is endeavored to safeguard these columns by withdrawing the privilege of their use from advertisers who are not "good pay" booksellers should take the usual precautions, as to advertisers not known to them that they would take in making sales to any unknown parties.

W. D. Aachen, 149 W. 36th St., N. Y.

Fifty Years on the Mississippi, Gould.
History of the Girtys, Butterfield.
Lloyd's Steamboat Guide.
Adventure, Indians, Nautical and Standard sets.
Send lists or catalogue of above.

T. C. Allen & Co., Halifax, N. S. [*Cash.*]

Tupper's Poems.

F. G. Allen, 78 Genesee St., Auburn, N. Y.

Coney's Dictionary of Solubilities. Macmillan.

American Press Co., Baltimore, Md.

The Welcome of Louis Kossuth to Philadelphia by the Youth. 1852.
M. Jokai, Bonds Unlcosed; Little Scarecrow.
Pamphlets, magazines and newspapers, 1851-2, containing Kossuth and Hungary items.

Americus Book Co., Americus, Ga.

Red Eagle, by A. B. Meeks.
Prenticeana, or wit of G. D. Prentice.
Mead's Old Churches and Families.
Index to Mead's Old Virginia Churches.
Coxe, T., Views of U. S.
Sawyer, Chronicles of Georgia.
Warfield, Anne Arundel County, Virginia.
Clarke, Old King William Homes and Families.
Waddell, Annals of Augusta Co., Va.

Amherst College Library, Amherst, Mass.

7th Report of N. Y. Fish and Game Commission.

Ammon & Mackel, Successors to Leggat Bros., 81 Chambers St., N. Y.

Fruits of Philosophy, by Dr. Knowlton.
The Bible Looking Glass.
Encyclopædia Americana, 16 vols.
Versailles Series, 18 vols.
D. C. Linsley's Morgan Horses. Pub. 1857.

Abe C. Anderson, Soda Springs, Idaho.

Hastings's Emigrant's Guide to Oregon and Cal. Cin., 1845.
Tyler's Mormon Batallion.
General Circular to All Who Wish to Emigrate to Oregon Ter., by Hall Kelly.

B. M. Angle, 1211 East 54th St., Chicago, Ill.

I. C. S. and A. S. C. sets or single vols.

The Antlers Book Shop, 322 Royal St., New Orleans, La.

Coelebs in Search of a Wife.

D. Appleton & Co., 29 W. 32d St., N. Y. [*Cash.*]

D. G. Phillips, The Plum Tree.

Bailey & Sackett, Syracuse, N. Y.

Aion-Aiones, by Hanson. Universalist Pub. Co.
2 Actors' Boarding House, Green.

Wm. Ballantyne & Sons, 428 7th St., Washington, D. C.

International Railway Journal, Feb., 1904.

Atelier Donn Barber, 147 W. 42d St., N. Y.

Will the man who has possession of or has been offered valuable architectural books with the name Atelier Donn Barber stamped therein kindly communicate with the above organization. Any expense incurred will be defrayed by the above.

C. H. Barr, Lancaster, Pa.

Hart, American History as Told by Contemporaries, 4 vols.
Larned, History for Ready Reference.
Guide to Best Fiction, Baker, latest ed.

N. J. Bartlett & Co., 28 Cornhill, Boston.

Forbes's Notes on Shipwrecks, etc. 1889.
Diary of Marryat in America.

F. M. Barton, Cleveland, O.

McClure, Growing Pastor.

S. A. Bloch, 1322 N. Oakley Ave., Chicago, Ill.

Altgeld, Cost of Something for Nothing.
Altgeld, Oratory.
Ingram, History of Slavery and Serfdom.
Waisbrooker, Helen Harlow's Vow.
A Stuffed Club, bound vols.

Bobbs-Merrill Bookstore, W. K. Stewart Co., Indianapolis, Ind.

Dickens's Readings as Condensed by Himself. Ticknor & Fields, 1868.
Furman, Stories From a Sanctified Town.
Works on Mammalia of North America.
Sargent's Sylva, 14 vols. Houghton Mifflin.
Sparman, Lessons in Audition.
Beverley's History of Virginia.
Educator Journal, Feb. to May, 1909, nos. 6, 7, 8-9, vol. 9.
Bourbon-Scott, Harrison and Nicholas Counties, Kentucky. Chicago, 1882.
All vols. of *Municipal Engineering* prior to vol. 27.

Bonnell, Silver & Co., 48 W. 22d St., N. Y.

Nelson's Lady Hamilton, Morehouse.
John Tower, Hingham, Mass., by C. Tower. Cambridge, 1891.
Waldenses, any books on.

Book Shop (A. J. Wilcox), Scranton, Pa. [*Cash.*]

Bradford's History of the Plymouth Settlement. Valerean Paget.
Young's Chronicles of Mass.
The Discovery of America by the Norsemen, Bramish.
Roman Antiquities, Alex. Adam.

J. W. Bouton, 10 W. 28th St., N. Y.

Pardoe's Francis I., 3 vols., London ed.
Real Lincoln: Leaves From Southern History.
Garnier's Soft Porcelain, pt. 7.
Hansson's Young Ofeg's Ditties.
Eleusinian Mysteries. 1891.

C. L. Bowman & Co., 225 5th Ave., N. Y.

Stoddard's Lectures, 10 vols.
Works of Samuel Johnson, 16 vols. Pub. by Pafraets Book Co.
Hastings's Bible Dictionary, vols. 2 and 5.

Brentano's, 5th Ave and 27th St., N. Y.

Bolton's Experimental Researches in New Force.
Hazlitt's Gleanings From Old Gardens.
Knights's Landscape.
Price's Essays on the Picturesque.
Walter Scott's Ornamental Plantations.
Breton's Life of an Artist.
William the Second and His Consort.
Crawford's translation of The Kalevala.
Runeberg's Song and Idyls.
Runeberg's Nadeschda.
Teall's Children's Book Plates.

BOOKS WANTED.—Continued.

Brentano's, N. Y.—*Continued.*

Barnard's Phenomena of the Gyroscope.
Origin and Devel. of English Lit., by F. A. Blackburn.

Bridgman & Lyman, 108 Main St., Northampton, Mass.

C. F. Koch, Historische Grammatik der Englischen Sprache. Cassell, 1878.

Brooklyn Institute Museum Library, Eastern Parkway. Brooklyn, N. Y.

Nature, vols. 47-51, 60-70.

Bryant & Douglas Book and Stationery Co., 922 Grand Ave., Kansas City, Mo.

A Hist. of Marshall Family, by Paxton. Pub. in 1885.
How I was Educated, cl., Forum Papers.

Bryn Mawr College Library, Bryn Mawr, Pa.

The Platonist, St. Louis, vol. 1, no. 4, May, 1881; vol. 2, no. 2, Feb., 1884.

W. A. Callanan, 346 Broadway, N. Y. [*Cash.*]

Life Insurance Reports, all States; also books or pamphlets on life insurance. Write for list.

Callender, McAuslan & Troup Co., Providence, R. I.

The Gateless Barrier, by Lucas Malet.

W. J. Campbell, 1623 Chestnut St., Phila., Pa.

Davis, Military Law of the United States, 1st ed. 1898.
Monkhouse, History of Chinese Porcelains .
Egle, Life of Andrew Gregg Curtin, several copies.
Prescott, Submerged Cities.
Palatiah Webster, Political Essay on Nature of Money, etc.
Oscar Wilde's Lady Windemere's Fan, 1st ed.
Maris Famly.
American Genealogist, nos. 1 and 7.
Stiles, History of Bundling.
Turgenev, Novels and Stories. Scribner ed.

Campion & Co., 1316 Walnut St., Phila., Pa.

Trollope, Gebbie ed., any sets or odd vols.
Jackson's Early Christian Literature Primers, 4 vols.
Spearman's Close of Day.
Apples of Istahkar, Lindsey.
Treatyse on Fysshynge Wyth an Angle.
Herodotus, 4 vols., D. Appleton & Co. ed.
Nash's Mansions.
Dickens, 1st eds.

C. N. Caspar Co., 431 E. Water St., Milwaukee, Wis.

Baldwin, Gospel of Judas Iscariot.

A. W. Castellanos, 231 Virginia Ave., Jersey City, N. J.

Stand Pipe Accidents and Failures, by Prof. W. D. Pence.
Theo. Cooper's General Specifications for Steel Highways and Electric Railway Bridges and Viaducts, 1901 ed.

Chicago Medical Book Co., Chicago, Ill.

Notes on Womley's Lectures on Chemistry, by Marshall, First and Second Year, new or second-hand.

Chico Book Store, Chico, Cal.

Vol. 8 of Stoddard's Lectures, on Florence, Naples and Rome, cl. 1908.

The A. H. Clark Co, Caxton Bldg., Cleveland, O.

Hubbard's Respectability.
Gilbert, J. S., Panama Patchwork.
Vorys, Summary of Standing, Dec. 31, 1906, of All Companies Transacting Business of Fire Safety Liability, Insurance, etc.
Pigafetta's Magellan's Voyage Around the World, 3 vols. Cleveland, 1906.
Pittman, European Settlements on the Mississippi. Cleveland, 1906.

The Robert Clarke Co., Government Sq., Cincinnati, O.

Lecky's History of the Eighteenth Century, 2 vols.
Atherton's Narrative of the Northwest Army. Frankfort, Ky., 1842.

W. B. Clarke Co., 26 Tremont St., Boston, Mass.

Model Factories, 1905, by Meakin.
Story of My Life, by Ebers
Biographical History of Philosophy.
Devane, by Hillard.
Captain Desmond, V. C.

Columbia University Book Store, 117th St. and Broadway, N. Y.

Moore, Digest of International Law, 8 vols., Government Publication.

Irving S. Colwell, 97 Genesee St., Auburn, N. Y.

Steel Engraving of Geo. Washington by Stuart
Steel Engraving of Lincoln by good artist.

Cottlow, The Bookman, 1688 Third Ave., N. Y.

Books on acid staining on hard wood.

M. Curlander, Baltimore, Md.

Reed's Conduct of Lawsuits.

Davis' Book Store, 41 W. 42d St., N. Y.

Lecky's History of the Eighteenth Centnry, 2 vols.
Mexico, by Albert Hale.
Back to Back, by Edw. Everett Hale.
Odd vols. of Stevenson's Works, Thistle ed.

Dawson's Book Shop, 518 So. Hill St., Los Angeles, Cal.

14th Report of Bureau of Ethnology.
Redding, The Millennium Kingdom.
Arius the Libyan.
St. Nicholas, vol. 6, bound.
Miller, Bench and Bar of Georgia.
California, Arizona and So. Western Books wanted.

Denholm & McKay Co., Worcester, Mass.

Jackson's Orthodontia. Lippincott.
Don't Worry Nuggets. Pennington.
Story of My Life, Ebers.

DeWolfe & Fiske Co., 20 Franklin St., Boston, Mass.

American Flower Gardens, Blanchan, $10 ed.
Balzac, 53 vols., Barrie ed.
Pan and the Young Shepherd, Hewlett.
Sam Slick, complete.
Old Time Gardens, Earle.

Dick & Fitzgerald, 18 Ann St., N. Y.

John Reade, Vision of Merlin and Other Poems. Montreal, 1870.
George T. Lanigan, Fables Out of the World. 1879.

Dixie Book Shop, 41 Liberty St., N. Y.

[*Cash.*]

Snyder's Am. Railroads as Investments.
Life Insurance items, except Reports.

Chas. H. Dressel, 559 Broad St., Newark, N. J.

[*Cash.*]

Canton, W. V., Golden Legend.
The Metal Worker's Pattern Book.
Hammerton, Graphic Arts.
Descriptive Commercial Value of Minerals. Wiley.

H. & W. B. Drew Co., Jacksonville, Fla.

The Works of Orestes A. Bronson, by Henry F. Bronson. Pub. in Detroit by Thorndike Nourse.

E. P. Dutton & Co., 31 W. 23d St., N. Y.

Bryant's Library of Poetry and Song, 2 vol. ed.
Balzac, Start in Life, hf. red leather. Roberts.
Women Under Monasticism, Chapters in Saints Lore and Convent Life Between A.D. 500 and 1500.
Early Letters of Thos. Carlyle, 1814-'26.
Euripides's Plays, trans. by C. S. Ways, 3 vols.

W. C. Edwards, Sibley Block, Rochester, N. Y.

Freeman, History and Conquest of Saracens.
Milton, Paradise Lost, illus. Doré, good ed.
Loti, Romance of Child. Rand.

The Eichelberger Book Co., 308 N. Charles St., Baltimore, Md.

Kipling, Kim, Outward Bound ed.
Motley, Dutch Republic, Library ed., pap. label.
Motley's John Barneveld, Library ed., pap. label.
Bromley's Atlas of Baltimore, Md.

Paul Elder & Co., 239 Grant Ave., San Francisco, Cal.

Erb, Pett Ridge.
Diary of an Idle Woman in Constantinople and the Italians, Frances Elliot.
Northward Over the Ice, Peary, 2 vols.
Breaker of Laws, Wm. P. Ridge.

F. Lawrence Embree, 1170 Broadway, N. Y.

Last 13 parts of the *Music of the Modern World,* nos. 15 to 27.

C. P. Farrell, 117 E. 21st St., N. Y.

Lincoln, Was He a Christian?, by Remsburg, 3 copies.

BOOKS WANTED.—Continued.

C. P. Farrell.—*Continued.*

Friendship, by Ouida, J. B. Lippincott's Pop. ed.
Imperial Dictionary, vol. 4, hf. leath.
Dr. Crile's Surgical Shock.

H. W. Fisher & Co., 214 S. 15th St., Phila., Pa.

Half-Hour Plays, by Amabel Jenner.
The Liars, by H. A. Jones. Macmillan.
Plant Names, by Pryor.
Adam and Eve. Lippincott, 1881.
Cometh Up as Flower. Appleton, 1867.

T. H. Flood & Co., 201 Madison St., Chicago, Ill.

Devlin, On Deeds, 3 vols. 1898.
Church, On Habeas Corpus. 1893.
Jones, On Liens, 2 vols. 1894.
Maryland Reports, vol. 63.
Colorado Reports, vols. 1, 3, 4, 21.
Federal Cases, 31 vols.
New Hampshire Reports, 63 vols.
Oregon Reports, vols. 37, 38, 39.

Franklin Bookshop, (S. N. Rhoads,) 920 Walnut St., Phila., Pa.,

Hornaday's Extinction Amer. Bison.
Insect Life, vols. or nos.
Field's Indian Bibliography.
Field's Indian Library Catalogue, Priced.
Ridgway's Birds Mid. Amer., vol. 4, cl.
Darwin, Fertilization of Vegetables.

Free Public Library, Jersey City, N. J.

Brough, Fairy Tales of Science.
Buckingham, Tale of Robin Hood.
Franklin and Esty, Electrical Engineering, 2 vols.
Teal, Rose of Love.
Whitehead, Rose Douglas.

Philip H. Furman Co., 363 W. 51st St., N. Y.

Frank Forrester's Works, any.
Houston Genealogy.
Weems, Washington, early eds.
Weems, Pamphlets.
Casey, Names in Hening's Statutes.

J. L. Garner, Delafield, Wis. [*Cash.*]

Ward's English Drama.
Trübner's Catalog Grammars and Dictionaries.
Wis. Hist. Collections, any vols.

Wm. J. Gerhard, 2209 Callowhill St., Phila., Pa.

Martin and Moale, How to Dissect a Chelonian; also, How to Dissect a Snake.
Physical Review, complete set or odd vols.

Gerard's Literary Shop, 83 Nassau St., N. Y.

McKenzie's Fight With the Cheyennes, Bourke.
Pike County Ballads, Hay.
Godey's Lady's Book, between years 1830 to '47.

Goodspeed's Book Shop, 5a Park St., Boston, Mass.

Perkins, Hist. of Art (cont. plate Joan of Arc).
Douglas, E., Poems.
Rollo's Journey to Cambridge.
Crumrine, Hist. of Washington County.
The Lark, vol. 1.
Dent, Above the Snow Line.
American Naturalist, vols. 9 and 10.
Mass. Hist. So. Pub., 1st ser., vol. 8.

John L. Grant, 145 Genesee, Utica, N. Y.

Set of Burton Holmes's Travelogues.
Sala, Lady Chesterfield's Letters to Her Daughter.
Hogarth's Works, edited by Ireland and Nichols, 3 vol. ed. List $5. Pub. by Lippincott.

Gregory's Bookstore, 116 Union St., Providence, R.I.

Johnson, S., Prayers and Meditations.
Klein, Lectures on Mathematics.
Lucas, L'arithmetique amusante.
King, Starr, White Hills.
Riis, Nibsy's Christmas.
Fothergill, Borderland.
Fowler, Farringdons.
Church, Indian Wars.

Martin I. J. Griffin, 1935 N. 11th St., Phila., Pa.

Renan's Gospels.
S. S. Cox's "Sunset Speech."
Blossoms of the Cross.

Hackney & Moale Co., Asheville, N. C.

He That Eateth Bread With Me, by Keays.

Hall & O'Malley, 62 Cortlandt St., N. Y.

Fitzpatrick's Life of O'Connell.
Ridpath's History of the World. 9 vols.
Life and Letters of W. H. Seward, 3 vols.
Struttfield and C., Climbs in Canadian Rockies.
Symond's Walt Whitman.

The Harrison Co., Inc., Atlanta, Ga.

History of Sangomon County, Ill.
Life of Ninian Edwards.
The Marshall Family.

Harvard Co-operative Society, Cambridge, Mass.

Am. Hist. Review containing article by Haskins, Life Mediæval Students.
Am. Hist. Review containing article on Universities of Paris in Sermons of the 13th Century.
Hatton, Digest of City Charters.
Pratt Family Genealogy, branch of Capt. Wm. Pratt. 1632.

B. Herder, 17 So. Broadway, St. Louis, Mo.

New International Encyclopædia. Dodd, Mead & Co.

Herr & Herr, 111 W. Washington St., South Bend, Ind.

Century Dictionary.
Orations and Speeches of Edward Everett.

Walter M. Hill, 831 Marshall Field Bldg., Chicago, Ill.

Autograph Letters Signed of William McKinley and William H. Taft.
A. L. S. of Hopkinson Smith, Bret Harte, E. A. Poe.
1st eds. of Marion Crawford.
Draper Genealogy.
Eliot, John, Genealogy.
John Boyle O'Reilly, Life of, by James Jeffrey Roche, together with his Complete Poems and Speeches, edited by Miss John Boyle O'Reilly. Cassell Pub. Co., 1891.

Hirschfeld Bros., Lim., 13 Furnival St., Holborn, London, E. C., Eng.

Transactions of the American Orthopedic Assoc., vols. 4 and 5.

Paul B. Hoeber, 69 E. 59th St., N. Y.

Burt, Materia Medica Memorizer.

Holmes Book Co., 1158 Market St., San Francisco, Cal.

Annals of San Francisco.
Venegas's Hist. of California.
Epicurean Cook-Book.
Buchanan's Therapeutic Sarcognomy.
Navigation and Seamanship Books.

The Hub Magazine Co., 110 Tremont St., Boston.

Annals of American Academy, vol. 11.
Cosmopolitan, March, 1886; Nov., Dec., '88; at 50 c.; April, 1889.
World's Work, Jan., Feb., 1901, at 50 c.

Paul Hunter, Nashville, Tenn. [*Cash.*]

New International Encyclopædia.
Stoddard's Lectures.
Crockett Almanacs, any nos.
Ramsey, History of Tenn.
Guild's Old Times in Tenn.
Maxims of Napoleon.
Browning's Poems, 2 vol. Macmillan.
Ramsey's Hist. of Tenn.
Am. and Eng. Enc. Law and Practice, 55 vols.

Hunter & Co., Richmond, Va.

Kercheval's History of the Valley of Va.
Scott's Works, any ed.
Ewell's Essentials of Law, 3 vols.

H. R. Huntting Co., Besse Pl., Springfield, Mass.

Jordan's Manual of the Vertebrates of North America.
Seidel's Wintermarchen.
Leberecht, Hühnchen.
The Sargeant Genealogy, Descendants of William of Amesbury.
Rowell Genealogy.
History of Weave, N. H.
History of Easton, Mass.
Hannah Dustin's Book.
The Sheldonian Magazine.
History of Rupert, Vt.
Spencer's Polynetic.
Through Finland, Scott.
Hungary and the Hungarians, Borill.
Richie, Darwinism and Politics.
Delman, Municipalities at Work.
Lacroix, Manners, Customs of Middle Ages.
Evans, M. M., Chapters on Greek Dress.
Uzanne, Fashion in Paris, 1797-1897.
Sardou and Gillamont, Costumes de Directoire.
Planche, Cyclopedia of Costume.
Fessenden, Bradford Family.
Collins Family Notes on Terry Family.
Hinman, Early Puritan Settlers of Connecticut.

BOOKS WANTED.—Continued.

H. R. Huntting Co.—*Continued.*

Boogher, Stratford County, Pa., Paris Register.
Clarke, King William County, Va.
McKhany's Virginian Families. 1903.
Smith, J. M., Ancient Greek Female Dress.
McClellan, Historic Dress in America.

Huston-Tuttle Book Co., Rockland, Me.

Real Diary of a Real Boy, pap. ed., new copy.
Mythology and Monuments of Ancient Athens, Verrall and Harrison.

H. S. Hutchinson & Co., New Bedford, Mass.

Utterly Wrecked.

Illinois Book Exchange, 407 Lakeside Building, Chicago. Ill.

Ridpath's History of the World, 9 vols.
Lord's Beacon Lights of History, 15 vols.
Federalist, by Scott, 2 vols. 1894.
Dawson's Federalist, University ed. 1876 and '88.
Hamilton's Federalist. 1882.
Wilson's Tales of the Scottish Border.

Geo. W. Jacobs & Co., 1216 Walnut St., Phila., Pa

Primitive Church and the See of Rome.

G. A. Jackson, 8 Pemberton Square, Boston, Mass.

Clark, Street Railroads. 1902.
Harvard Law Reviews.
Mass. Laws. 1846.
Columbia Law Review.
Crocker, Common Forms, 4th ed.

William R. Jenkins Co., 851 6th Ave., N. Y.

The Road to Damascus. Pub. by Small, Maynard.
Currier, Menopause.

Jennings & Graham, 57 Washington St., Chicago

Life of Gideon Ousley.
Life of Dorothea Trudell.

E. T. Jett Book and News Co., 912 Olive St., St. Louis, Mo.

Religion of an Irish Gentleman, Thos. Moore.

E. W. Johnson, 121 E. 23d St., N. Y.

Donnelly, Ragnarok.
Clarke, For the Term of His Natural Life.
Blake, Ballads and Rondeaux. Scott, pub.
Story of Lady Strange.

The Kendrick-Bellamy Stationery Co., Denver, Colo.

Thousand and One Nights, trans. by Lane. 1867.

Kimball Bros., 618 Broadway, Albany, N. Y.

Abbott's Genghis Khan, red cl. Harper.
Robert's Old Schenectady.
Hough's Lewis County.
Report of the Troubles in Kansas. Wash., 1856.

King's Book Store, 1716 Market St., San Francisco, Cal.

Lost in the Jungle, Paul Du Chaillu.
Adventures and Explorations in Equatorial Africa, Paul Du Chaillu.
My Apiry Kingdom, Paul Du Chaillu.
Speak's Travels in Africa.
Book on Discovery of Lake Victoria-Nianza.
The North America of Antiquity, John T. Short.

Kruger & Wheat, 117 E. 23d St., N. Y.

Tales from *Town Topics* containing "A Witch of To-day."

P. E. Kubel, 220 S. Broadway, Los Angeles, Cal.

Book on Fences, Gates, Walls, Walks, etc.
Episodes in Life of Adventure, Laurence Oliphant.
Delight Makers, Bandelier.
Gilded Man, Bandelier.
Pepita Ximenez, Valera.

Latin-America Book Co., 203 Front St., N. Y.

Dahlgreen, Mines of Mexico.
Wilson, Prehistoric Man.
Squier, Monograph of C. A. Languages.

Charles E. Lauriat Co., 385 Washington St., Boston.

Early Lives of Dante, by Dr. Wicksteed.
Fanny Kemble Butler's Georgian Plantation.
The Inquiry, by Hennell.
Book of Grange and Little, by Herrick.
So. Sea Idyls, Warren Stoddard, 1st ed.
Delight Makers, Bandelier.
Annals of a Fortress, Viollet-le-Duc.
Colorado, Its Resources, etc., Blackmore. London, 1869.
Ab-sa-ra-ka, Carrington. Philadelphia, 1868.

Charles E. Lauriat Co.—*Continued.*

Incidents of Travel, etc., Carvalho. New York, 1857.
Story of Wild West, Cody. Boston, 1899.
El Gringo, Davis. New York, 1857.
New Colorado, etc., Hayes. N. Y., Harpers 1880.
Dragoon Campaigns, etc., Hildreth. N. Y., 1836.
Report of Exploring Expedition, etc., Macomb. Washington, 1876.
Redpath and Hinton's Handbook to Kansas Territory, etc. N. Y., Colton, 1859.
Weird Tales, Hoffman, trans. from German, 2 vols. Scribner.
Hymns of the Night, Nocalis, Eng. trans.
Wild Life Near Home, Sharp. Century.
Doreen, Lyall. Longmans.
Wright's Life of Burton, 2 vols. Putnam.
Mrs. Oliphant's Dante, in Foreign Classics Series. J. B. L. Co.

The Lawyers' Co-operative Pub. Co., Rochester, N. Y. [*Cash.*]

George Eliot, Houghton Mifflin ed., 25 vols.

Leary, Stuart & Co., 9 So. 9th St., Phila., Pa.

Missing, a Romance of the Sargasso Sea, by Julius Chambers.

Liberty Bookstore (Wm. McDevitt), 1260 Golden Gate Ave., San Francisco, Cal.

Child of the Age, Francis Adams.
Essays in Modernity, F. Adams.
Poems of Swinburne, any vols.
Ego and His Own, Max Stirner.

Little, Brown & Co., 34 Beacon St., Boston.

Ideality in the Natural Science, by Prof. Pierce.
Everett's Orations and Speeches, 4 vols.
The End of the Middle Ages, by A. M. F. Robinson.
Century Atlas.
Aunt Effie's Rhymes.
Modern Representation of the Life of Jesus, by Dr. Gerhard Uhlhorn, trans. by C. E. Grinnell. Little, Brown & Co., 1868.

J. S. Lockwood, 530 Atlantic Ave., Boston, Mass.

Richardson's Classification.
Böhm-Bawerk's Capital and Interest. Macmillan, London.

B. Login & Son, 1328 3d Ave., N. Y.

Archives of Internal Medicine, vols. 1-4, any nos.
Annals of Surgery, vol. 49.
Laennec, Auscultation and Diseases of the Chest.

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Recreations of Christopher North, by John Wilson.

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International Mining Manual, vol. 16, 1908.
Stoddard's Lectures, 15 vols., 10 sets.
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Century Cyclo. of Names.

McDevitt-Wilson, 30 Church St., N. Y.

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Arctic Books and Life, Kane.
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Works of Huxley.
New International Encyclopedia.
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Her Royal Highness—Woman, by Max O'Rell.
Scotch-Irish in America, Hanna.
American Book-Plates, Allen. Macmillan.
Catlin's American Indian, illus.
Society in America, Harriet Martineau.
Book on Book-Plates.
Poems, Thompson. 1834-'82.
Men and Women of French Renaissance, Sichel.
Catherine de Medici, Sichel.
Books on Sir William Wallace.
Dickens's Works, C. & H. ed.
Spencer's First Principles, Author's ed.
Essex and Dove Press Books.

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Tulloch, Christian Doctrine of Sin.
Stone, Timbers of Commerce.
Wood, Optics. Macmillan.
Lenorman and Chevallier, Manual of Ancient History of the East.

George May, 221 Sullivan Block, Seattle, Wash.

Historians' History of Greece.

Isaac Mendoza, 17 Ann St., N. Y. [*Cash.*]

Standard Dictionary. Later than 1900.

William H. Miner, Cedar Rapids, Ia.

Nizza, Fray M. de, New Mexico, Bernal Diaz, Lockhart's ed. London, 1844.
Doc. des Indias, Pacheco-Cardenas Col., 42 vols.
Fiske. Critical Period, cheap ed.
Brann's Works, 2 vols.

Minnesota Library Commission, St. Paul, Minn.

Stoddard's Lectures, cloth binding.

Moroney's Book Sales, 404 Central Ave., Cin., O.

Spedding, The Works of F. Bacon, except vols. 3, 5, 10, or complete, cheap; also English eds.
Motherwell's Poems.

Morris Book Shop, 165 Wabash Ave., Chicago, Ill.

Lady Jackson's Last of the Valois.
Bulletin of Chicago Academy of Sci., vol. 2, no. 1.
New York Truth, '92-'97, in vols. or single copies.
Forbes and Richardson's Fisheries of Illinois.
Reclus, Ocean vol., 1.
Allerton, Practical Farming.
The Modern Campist.
Bates's In the Bundle of Time.
Richardson Pamela, English ed.
Lamon's Life of Lincoln, large paper copy.
Sanson's Memoirs.

N. F. Morrison, 314 W. Jersey St., Elizabeth, N. J.

Lincoln, Life of, by Abbott.
Beach, Apples of New York.
Newcomb Genealogy. Chicago, 1874.
Lodge's Rosalind.

John J. Newbegin, 315 Sutter St., San Francisco, Cal.

Recluse, The Earth and Its Inhabitants.
Items of Californiana.
1st eds. of Bierce.
Tales of the Civil War, by Frank Moore.
History of Moll Flanders.
Life History of Roxana.
Books by Ambrose Bierce.
1st eds. of Kipling.

Miss Rose Newell, 1382 Mass. Ave., Cambridge, Mass.

Democratic Review, Aug., Nov., Dec., 1841; Jan., March, May, '42, Sept., '55; or vols. 9, 10, 17. Nothing else.

W. W. Nisbet, 12 S. Broadway, St. Louis, Mo.

Cathcart, The Literary Reader British and American Authors.
Barbara Ubrick.
Huckleberry Finn; Tom Sawyer.

Nunn & Co., 535 N. Howard St., Baltimore, Md.

Burpee, Search for a Western Sea. Appleton.
Father Stone, An Invitation Heeded, early ed.
Sloane, Napoleon, old ed.

Old Bookstore, 265 Common St., Lawrence, Mass.

Anything on chalk or crayon making.
Dr. Warner's Medical Book.

Old Corner Book Store, 27 Bromfield St., Boston, Mass.

Beauty and Hygiene, by Ysaguirre.
Preposterous Yankee.
Corporation Law, by Rahill.
Happy Valley, Croker.

H. A. O'Leary, 1483 Flatbush Ave., Brooklyn, N. Y.

Davidson, The Alaska Boundary. 1903.
Atherton, Narrative of Northwestern Army. 1842.
Darnell, Journal. 1854.
Fisher, True History of Revolution. 1902.
De Mille, James. Quote any work.
Songs of the Great Dominion. 1889.
Hayes, A Long Journey. Portland, 1876.
Narrative of Oppressive Law Proceedings Against Earl of Stirling. 1836.
Drew, The Refugee. Bost., 1856.
Green, Among Selkirk Glaciers. 1890.
Haliburton, Judge. Quote any work.

H. A. O'Leary.—*Continued.*

Grinnell, Blackfoot Lodge Tales.
McLean, Indians of Canada.
Truman, The Field of Honor. N. Y., 1884.
Younger American Poets. N. Y., 1881.
Clark, Lights and Shadows of Sailor Life. 1847.
Fitch, Life of an American Wanderer (De Milt).
Holden, Narrative of Shipwreck. 1836.
Tenney, Journey by Land and Sea. 1904.

E. H. Otting, Warren, O.

Lee's Guide to Checkers.
Paulding's Dutchman's Fireside.
Edwards, Jonathan, Works, vol. 5, bds.
Holmes's Annals, vol. 1. 1829.
Watson's Story of France, vol. 2.

P. O. Box 1202, New York.

Old Pictures of New York, also Brooklyn. Send description.

W. Millard Palmer Co., 20 Monroe St., Grand Rapids, Mich.

Ford, Student's Legal Analysis.
Trowbridge, Seven Splendid Summers.

C. C. Parker, 220 So. Broadway, Los Angeles, Cal.

Preludes, Clarence D. Meade.
Joan of Arc,, David Hume.
Joan of Arc, John O'Hagan.
The Upper Berth, Marion Crawford.
Rubaiyat of Omar Khayyam, Lark ed. 1898.

William Patten, 423 W. 13th St., N. Y. [*Cash.*]

Memoirs of Mme. de Remusat. Appleton, 1880.

Penton Pub. Co., Book Dept., Cleveland, O.

Stillman's Engineering Chemistry.
Church, Analysis of Pig Iron, 2 vols.

Pettis Dry Goods Co., Indianapolis, Ind.

The Actress' Daughter. Pub. by Dillingham.

Philadelphia Book Co., 17 S. 9th St., Phila., Pa.

Woodward, St. Louis Bridge.

The Pilgrim Press, 175 Wabash Ave., Chicago, Ill.

Century Dictionary and Encyclopedia.
Bryan's Dictionary of Painters, latest ed., by Williamson.

Powner's Book Store, 107 Clark St., Chicago, Ill.

Darius Green and His Flying Machine, Poem, by J. T. Trowbridge.
Seed Time and Harvest, or an Old Story of My Farming Days, by Fritz Reuter.
Thayer's Greek Lexicon, any ed.

C. S. Pratt, 161 6th Ave., N. Y. [*Cash.*]

Memoirs of a Fugitive.
H. Arnot, History of Edinburgh.
Wilson, Memorials of Edinburgh in the Olden Time.
Dr. Rosenbaum, History of Plague of Lust.
Tom Moore, History of Ireland.

Chas. F. Prentice, 149 Broadway, N. Y.

Functional Nervous Diseases, by Geo. T. Stevens. 2 copies. Mention price.

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Morison, on Matthew, second-hand.
Set of Warner's Best Literature.

Presbyterian Board of Pub., Witherspoon Bldg., Phila., Pa.

Axel Herman Haig and His Work, by E. A. Armstrong. London.

Presbyterian Board of Pub. and S. S. Work, 505 N. 7th St., St. Louis, Mo.

Pen Pictures of America. Pub. Syndicate Pub. Co.
Abbott's Makers of History, 20 vols.

Presbyterian Board of Pub., 400 Sutter St., San Francisco, Cal.

Meade, Pistis Sophia.

Presbyterian Book Store, Fulton Building, Pittsburgh, Pa.

Figures of Speech of St. Paul, Howson.

Preston & Rounds Co., 98 Westminster St., Providence, R. I.

King's Sunset Pass.
King's A Tangled Web.
King's Way of the West.
Piesse, Book of Perfumes.

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C. J. Price, 1126 Walnut St., Phila., Pa.

Audubon's Ornithol. Biography, vol. 4, Royal 8vo. Edinburgh.
Bonaparte's Amer. Ornithology, vol. 4, folio, hf. mor. Phila., 1828.
Cruise of the *Midge*, 1st ed., 2 vols., 12mo, cl. London.
Tom Cringle's Log, 1st ed., 2 vols., 12mo, cl. London.
Defoe's Moll Flanders, old English ed., 2 vols., 12mo.
The Craftsman, Feb., 1907; Jan., '10.

Public Library, Cincinnati, O

Frazer, J. G., The Golden Bough, 3 vols. Macmillan.

G. P. Putnam's Sons, 27 W. 23d St., N. Y.

Eaton, Heart of the Creed.
Burne-Jones, vol. 1. 1904 (or 2 vol. ed).
Perkins, France Under Mazarin.
Godfrey, Commander-in-Chief's Guard.
Auto. of Lyman Beecher, 2 vols.
Jomini's Napoleon.
Schoolcraft's Indians, vols. 4-5, large ed.
Irving, Sketch Book, 1st ed., pt. 2.
Squier, Ancient Monuments. 1860.
Bloomfield, History of the Oneidas.
Moffat, Suggestion on Govt.
Hopkins, Carols and Hymns.
Englishman in Paris, 2 vols. 1892.
Ropes, Napoleon, early imprint.
James, My Child and I.
Samuels, Forecastle to Cabin.
French Home Cooking.
Oak Staircase.
Ely, Thoughts of Devotion.
Sea Drifts.
Stevenson, Maximilian in Mexico.
Hood, By the Rhine. 1852.
Crow, Night Side of Nature.
Stone, Life of William Johnson. 1865.
Johnston, Short History of War. 1861.
Buxton Forman, Shelley's Poems, 2 vols.
Kingsley's Works, 18 vols., de luxe ed., English.
National Cyclopedia of Amer. Biography, by White.
Le Plongeon, Language of Mayas.
Savage's Genealogical Dictionary, 4 vols.
Gautier, The Usurper. Roberts, 1884.
Maximilian, Travels North America.

G. F. Reifsneider, 114 E. 59th St., N. Y

Against Medical Legislation and the Medical Trusts, anything.
The Devil's Prayer Book.

Peter Reilly, 133 N. 13th St., Phila., Pa.

Reports of the Secretary of Internal Affairs of the State of Pennsylvania for 1874, '75, '76.
Reports of Surveyor-General of Pennsylvania up to 1873.

H. M. Reynolds, 220 S. Broadway, Los Angeles, Cal

In the Midst of Life, Ambrose Bierce.
Soldiers and Civilians, Ambrose Bierce.
Cobwebs From an Empty Skull, Ambrose Bierce.
The Fiend's Delight, Ambrose Bierce ("Dod Grile").
Nuggets and Dust, Ambrose Bierce ("Dod Grile").

A. M. Robertson, 222 Stockton St., San Francisco, Cal.

History of Donner Party, a Tragedy of the Sierras.
Concordance to Shakespeare, by Mary Cowden Clark.
Lindley Murray's Grammar.

Philip Roeder, 616 Locust St., St. Louis, Mo.

Night Thoughts, by Edw. Young.
Meditations, by James Henry.

H. Taylor Rogers, Asheville, N. C. [*Cash.*]

The Sexual Life, by C. W. Malchow, M.D., 2d ed. 1905.

Rohde & Haskins Co., 16 Cortlandt St., N. Y. [*Cash.*]

Rise and Fall of the Confederacy.
Twain's Huckleberry Finn, Tom Sawyer, 1st issue.
Twain's Yankee at King Arthur's Court, 1st issue.

Rosenbach Co., 1320 Walnut St., Phila., Pa.

De Maupassant's Works, 17 vols., ed. de luxe. N. Y., 1903.
Omar Khayyam eds. in English, French and other languages.

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J. Francis Ruggles, Bronson, Mich.

National Third Reader.
MacKnight's Com. on the Epistles.
Thayer's New Testament Lexicon.

Schaefer & Koradi, Philadelphia, Pa. [*Cash.*]

Ranch's Penna. Dutch Handbook and other books.
H. L. Fisher's Books in Penna. German Language.

Schoenhof Book Co., Inc., 128 Tremont St., Boston.

Larousse, Grand Dictionnaire Universelle, 17 vols.

Theo. E. Schulte, 132 E. 23d St., N. Y.

Moore, Geo., Impressions and Opinions.
Reed's Modern Eloquence.
Upham, Life of Madame Catherine Adorna.
Analytical Greek Testament.
F. S. Shipman's Sermons.
Baird, Huguenots.
Blass, Grammar of the New Testament.
Charles, Book of Enoch.
Cushing, Anonyms.
Fletcher, History of Architecture.
Frazer, Philosophy of Theism.
Halket and Lange, Anonyms and Pseudonyms of Great Britain.
Patch, Essays on Biblical Greek.
Keating, Agape Eucharist.
Lemcke, History of Art.
Montalembert, Monks of the West.
Morton, Studies of Church Buildings in the Middle Ages.
Putnam, Books and Their Makers During the Middle Ages.
Rocke, Hierurgia, or Holy Sacrifice of the Mass.
Swete, Gospel According to Mark.
Swete, Introduction to the Old Testament in Greek.
Wordsworth, Old Latin Biblical Texts..
Wordsworth, Old Service Books of the English Church.

John E. Scopes, 53 Maiden Lane, Albany, N. Y.

New York Marriages. Albany, 1860.
Exiles in Virginia, by Griffin.
Woodbury's Bedford, N. H. 1851.
Blue Laws of Connecticut.
Dutchman's Fireside.

Shepard Book Co., Salt Lake City, Utah.

Sanderson's Hero Patriots of the 19th Century.
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North American Indians.
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R. E. Sherwood, 48 Maiden Lane, N. Y.

Sleigh's Knights of Sand Hallow. Pilgrim Press.
King's New York's Old Croton Aqueduct.

H. H. Shipp, Finleyson, Ga.

Lillian and Lucile, a novel published at Macon, Ga., a few years past.

Geo. D. Smith, 48 Wall St., N. Y.

Theodore Winthrop's Works, 1st eds.
Abbess of Jouarre, from the French of Renan.
Haliburton's Sam Slick, 1st ed.
Baskerville Imprints, fine copies.
Colmon's Memoirs, 2 vols. Lond., 1830.
Mrs. Caudle's Curtain Lectures, 1st ed.
John Boyle O'Reilly's Poems, 1st eds.
Bibliophile Society's ed. of Chas. Lamb.
Voices From the Press. N. Y., 1850.
Brief History of Mississippi, J. Hall. 1801.
Nuits de Paris (Retif), any vols.
Aspin's Naval and Military Exploits. Lond., 1820.
Journal of the Lewis and Clark Expedition, by Patrick Gass. Pittsburg, 1807.
Tales of a Traveller, pt. 4. N. Y., 1824.
The Dial, Boston, 1840-'44, any parts.
Sketch Book of Geoffrey Crayon, 1819-'20, any parts.
The Idle Man, N. Y., 1821-2, any parts.
Stoddard's Lectures.
Burton Holmes's Lectures.

Smith & Lamar, Agts., Dallas, Tex.

Chambers's Book of Days.

Speyer & Peters, Medical Booksellers, Berlin, N. W. 7, Germany.

Bushell, Chinese Art, 2 vols.
Annals of Surgery, vol. 8, no. 4; vol. 9, no. 2; vol. 10, no. 1.
New York Medical Journal, set.
Journal of Physiology, London, set.

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America Heraldica, by Vermont.
Fermentation, by Pasteur.
Mexico, by Albert Hale.
Theory of War, by Macdougal.

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World Almanac, 1908.
Condon, Life of Gen. James Shields
Laws of N. J., 3d and 4th eds., by Elmer; Revision 1845 by Vroom and others; Revision 1877 by Beasley; completed eds., 1878.
Flint, Milch Cows and Dairy Farming. Lee.
Manning, Landscape Gardening.
Hamilton, Letters to Washington, 5 vols.
Bauer, Precious Stones. Lippincott.
Bankside Shakespeare, vol. 21 only.
U. S. Entomol. Comm. Bulletins, 1, 2, 5, 7.
Reader's Guide to Periodical Literature, 1909.
Horseless Age, vols. 1 to 6.
N. Y. Tribune Index, 1895 to 1900.
Conrad, Tertiary Fossils. Phila.
Sanborn, Vanity and Insanity of Genius.
Growoll, Book Trade Bibliography in U. S.
Lord, Italians in America. Buck.
Cole, Encyclopedia of Dry Goods.
Miller, Money and Bimetallism. Putnam.
Rogers, Waverly Dictionary. Chicago.
Hudson, Studies in Interpretation. Putnam.
Tsanoff, Educational Value of Playgrounds.
Jacobi, Therapeutics of Infancy. Lippincott.
Gudrun, trans. by Nichols. Houghton.
Parker and Haswell, Zoology, 2 vols. Macmillan.

W. F. Stowe, 167 Clinton Ave., Kingston, N. Y.

Song Books published in the '60s by Beadle & Co., Dick & Fitzgerald, et al.
Fletcher's Index to Brinley's Catalogue.
Printed prices to Menzies's Catalogue.
Dramatic Playbills and Photographs.

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Christy's Songster.
De Kay, Chas., Life of A. L. Barye.
Hare's Walks in Rome.
Ridpath's History.
Beren's Toward the Light.

Toronto Antiquarian Book Co., 5 Jordan St., Toronto, Canada. [*Cash.*]

Blavatsky's Isis Unveiled.
Blavatsky's Mysteries of Heart Doctrines.
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Personal Recollections of Gen. Nelson A. Miles.
Elliott, History of Arizona.
Summer Saunterings in Northern Wisconsin.
Communion Wine (a pamphlet).

C. E. Tuttle, 149 Limerock St., Rockland, Me.

The Open Boat, Stephen Crane.

Otto Ulbrich Co., 386 Main St., Buffalo, N. Y.

Bandana Ballads, by Weeden.
Milman's Latin Christianity.

The United Presb Bd. of Pub., Pittsburg, Pa.

Perowne, On Psalms, 2 vols.
Seiss, Gospel in the Stars.

D. Van Nostrand Co., 23 Murray St., N. Y.

Ecce Deus, by Dr. Parker.
Life of Edison, by Dickson.
Wrinkles and Receipts, by Benjamin.
Biblical Criticism, by Mommsen.

Walker & Stonestreet, 500 5th Ave., N. Y.

Any vols. of Famous Places and People.

John Wanamaker, New York.

Origin and Growth of the Psalms, Murray.
The Theology of the Poets, by Stopford Brooke.
Knight of the Silver Shield.
World's Work, Jan., 1904, containing Labor Met by Its Own Methods, Marcosson.
Labberton's Outlines. Pub. by Highland, of Phila., in 1886.
D. G. Rossetti's Poems, ed. de luxe. Pub. by Copeland & Day.

John Wanamaker, Philadelphia.

A Broken Rosary, by Pepple.
Henderson's Germany in Middle Ages.
Daudet's Apostle. Pub. by Appleton.

The Watkins Co., 54 W. 39th St., N. Y.

The Wild Night, by Chesterton.
Wilson's Shadow of the Trees.

W. J. Watt, 43 W. 27th St., N. Y.

McCarthy, Red Diamond, cloth ed.

Oscar Wegelin, 29 W. 42d St., N. Y., [*Cash.*]

Alsop's Maryland, Gowan's reprint.

J. R. Weldin & Co., 429 Wood St., Pittsburgh, Pa.

A Young Man With Nothing but Brains.

Edw. L. Wenrick, 123 W. 62d St., N. Y.[*Cash.*]

Theatre Magazine for March, April, June, July, Sept., Oct., Nov., 1901; March, April, June, July, Aug., Sept., Nov., 1902.
Any old paintings or prints of Race Horses.

Wesleyan Univ. Lib., Middletown, Conn.

Adams, C. F., Before and After the Treaty of Washington. N. Y., 1902.
Butler, B. F., Autobiography. Bost., 1892.
Davis, Mrs. V. H., Jefferson Davis. N. Y., 1890.
Davis., Bancroft, Mr. Fish and the Alabama Claims. Bost., 1893.
Foulke, W. D., Life of Oliver P. Morton. Ind., 1899.
Salter, W., Life of James W. Grimes. N. Y., 1876.
Semmes, R., Cruise of the *Alabama* and *Sumter*.

The White House, Sutter St., San Francisco, Cal.

Life of Benjamin Franklin, by his Daughter. Pub. by Harper Bros.

R. H. White Co., Boston, Mass.

By the Tiber, Tincker, $1.50 list.

Wilder's Old Curiosity Shop, Saratoga Springs, N. Y. [*Cash.*]

Coynen, The Lost Trappers. Cincinnati. 1850.
Delano, Life of the Plains. Auburn, 1854.
Flagg, The Far West. N. Y., 1838.
Lee, Among the Comanches. Albany, 1859.
Palmer, Travels Over Rocky Mts. Cincinnati, 1847.
Pattel, Personal Narrative. Cincinnati, 1833.
Robinson, A., Life in California. N. Y., 1846.
Victor, River of the West. Hartford, 1871.
Prince's New Mexico.
Wahatoya, or the Taos Trail.

Wilmington Inst. Free Lib., Wilmington, Del.

Perrot and Chipiez, Primitive Greece.
Judd, Margaret.
Thompson, Polyphase Electric Currents, 2d ed. 1905.

Woodward & Lothrop, Washington, D. C.

Christian Leaders in England in 18th Century.
Tullock, Movements of Religious Thought in Great Britain in 19th Century.
Practical Metaphysics, Anna C. Mills.
Verworn, General Physiology. Macmillan.

Wyoming Historical Society, Wilkesbarre, Pa.

Frank Moore's Diary of the American Revolution, vol. 2 only, cl. N. Y., 1861.

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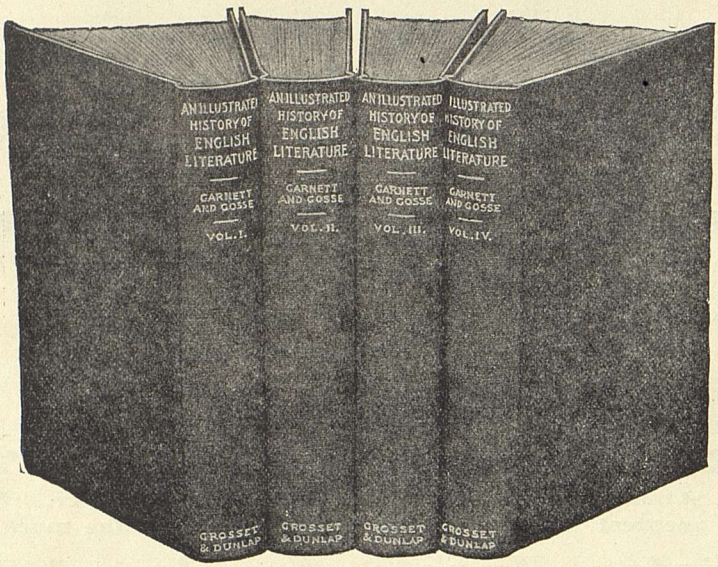

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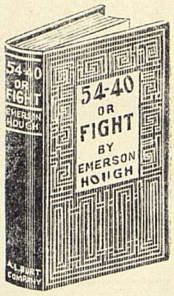

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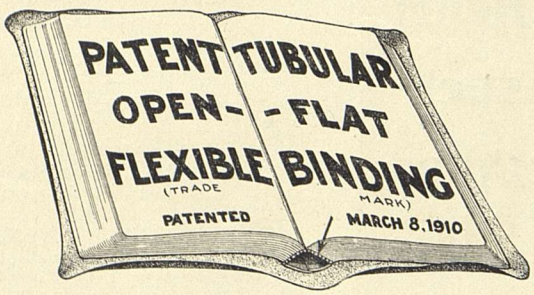

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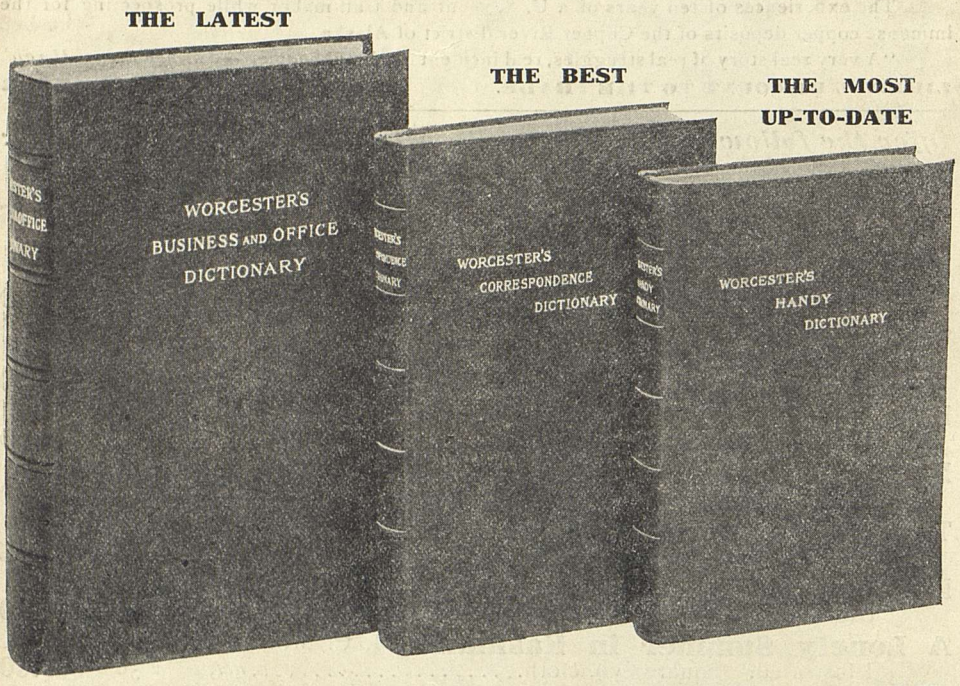

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